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MASSACHUSETTS OFFICE OF INTERNATIONAL TRADE

The Massachusetts Office of International Trade was established in January, 1984 to address the exporting needs of Massachusetts firms. The Office is a non-profit agency that assists Massachusetts companies at no charge to the company.

The primary objective of the Massachusetts Office of International Trade is to work with small and medium sized Massachusetts companies to assist them in entering an export market for the first time or to help them increase their export sales. Towards this end, the Office provides one-on-one corporate counseling, has led numerous overseas trade missions, has attended international trade shows accompanied by Massachusetts companies and actively develops international contacts and trade leads. The Office also has available a database which provides contacts in overseas markets to assist Massachusetts companies in their export promotion. If you would like to be entered into our database, please complete the questionnaire at the back of this directory and return it to the address listed below.

The Office has published the Massachusetts International Information Technology Directory as part of our mission to promote the Massachusetts information technology industry internationally. The Office would be the first contact for international companies to make who are interested in identifying Massachusetts companies within the information technology industry who are seeking international distribution, licensing agreements or strategic partners.

For further information, please contact:

Massachusetts Office of International Trade
100 Cambridge Street, Suite 902
Boston, MA 02202 USA
Tel: (617)367-1830
Fax: (617)227-3488
Telex: 51010125336

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**ALPHABETICAL LISTING
OF COMPANIES**

A B L Computer Technology, Inc.

10 Lomar Park Drive
Pepperell, MA 01437

Contact: Ms. Jean Paris

Title: President

Phone: 508-433-5211

Established: 1980

Mass. Employees: 86

Product Description:

Manufactures daisy wheels and ribbon cartridges for OEMs.

A D A C, Inc.

70 Tower Office Park
Woburn, MA 01801

Contact: Mr. James DiRocco

Title: President

Phone: 617-935-6668

Fax: 617-938-6553

Established:

Mass. Employees: 33

Product Description:

Manufactures data acquisition systems and control systems.

A G F A Compugraphic Division

200 Ballardvale Street
Wilmington, MA 01887

Contact: Mr. Douglas Shaw

Title: Director of Marketing, Typographic Systems

Phone: 508-658-5600

Fax: 508-658-6285

Established: 1960

Mass. Employees: 3600

Product Description:

Manufactures and distributes electronic systems including hardware and software for composition and publishing applications.

A G S Information Services, Inc.

1 Pope Street
Wakefield, MA 01880

Contact: Mr. Jack Berrigan

Title: Vice President

Phone: 617-438-9099

Established: 1966

Mass. Employees: 60

Product Description:

Provides software development, project management and telecommunications solutions industry wide.

A M S, Inc.

294 W. Boylston Street
W. Boylston, MA 01583

Contact: Mr. Robert Finlay

Title: President

Phone: 508-835-2002

Established: 1982

Mass. Employees: 6

Product Description:

Provides hardware maintenance, software installation and training. Also provides supplies, accessories and peripherals.

A P I Wathwords

12 South Walker Street
Lowell, MA 01851

Contact: Mr. Michael Podanoffsky

Title: President

Phone: 508-454-1620

Fax: 508-459-4411

Established: 1980

Mass. Employees: 4

Product Description:

Provides systems integration and develops office automation software for newspapers.

A S A International Ltd

1700 W. Park Drive
Westborough, MA 01581

Contact: Mr. Alfred Angelone

Title: CEO

Phone: 508-898-2727

Established: 1969

Mass. Employees: 72

Product Description:

Develops and markets turnkey and custom solutions for distribution and manufacturing in international trade markets. Applications include production control, MRP, point-of-sale and products for customs house brokers and freight forwarders.

A T G, Inc.

400 W. Cumings Park
Woburn, MA 01801

Contact: Mr. Mike Baraiolo

Title: Sales Manager

Phone: 617-935-2770

Fax: 617-935-3278

Established: 1985

Mass. Employees: 6

Product Description:

Manufactures Optical Disk Drives for mass storage imaging. Markets include insurance, banking and other computer subsystems.

A V P Advanced Video Product

443 Great Road

P.O. Box 1450

Littleton, MA 01460

Contact: Ms. Catherine Goliash

Title: President

Phone: 508-486-0024

Fax: 508-486-8488

Established: 1985

Mass. Employees: 24

Product Description:

Manufactures a line of PC based workstations that display images at resolutions of 640X480, 1280X1024, and 2500X2000. Images can be transmitted via standard phone lines, LANs, microwave, or infrared. Images are captured from the existing film or directly from the CT, MR, Ultrasound, etc. and are then ready to be stored on hard drive or on optical disk archives. Configurations range from multi-monitor consoles to portable computers for remote viewing at home or office.

A V P Systems

P.O. Box 428

40 South Street, Suite 300

Marblehead, MA 01945-0428

Contact: Mr. Joseph Sweeney

Title: President

Phone: 617-598-2716

Fax: 617-631-6585

Established: 1978

Mass. Employees: 10

Product Description:

Develops & leases software which computes sales & use tax for various US & Canada systems. Also offers zip code verification system. Provides training & consultation.

A.I.Corp.

138 Technology Drive

Waltham, MA 02154

Contact: Mr. Robert Goldman

Title: President

Phone: 617-891-6500

Fax: 617-893-8919

Established: 1975

Mass. Employees: 140

Product Description:

Manufactures expert system tools.

A.S. Thomas, Inc.

355 Providence Highway

Westwood, MA 02090

Dr. A.S. Thomas

Title: President

Phone: 617-329-9200

Established: 1955

Mass. Employees: 16

Product Description:

Develops systems for CAD/CAM, numerical control, flexible manufacturing and computer integrated manufacturing (CIM). Provides turnkey systems.

Aaron Desktop Publishing Corporation

295 Main Street

Reading, MA 01867

Contact: Mr. John Adelman

Title: CEO

Phone: 617-944-4500

Fax: 617-944-6103

Established: 1987

Mass. Employees: 4

Product Description:

Designs and develops customer and prospect databases and presentation graphics. Also integrates desktop publishing systems from Xerox, Aldus, Adobe Systems, Microsoft, Conductor and Chang Lab's products. Provides sales, services and support.

Abacus Group, Inc.

25 Elm Street

Watertown, MA 02172

Contact: Ms. Mary Mulloy

Title: CEO

Phone: 617-924-4433

Fax: 617-926-3088

Established: 1984

Mass. Employees: 4

Product Description:

Telephone cost accounting, network analysis, polling, resale of services, traffic engineering, voice messaging systems, and facilities management software for voice and data equipment, cable records management, directory systems, and repair tracking.

Abbott Business Computers, Inc.

306 Winthrop Street

Taunton, MA 02780

Contact: Mr. Paul Mello

Title: President

Phone: 508-824-4007

Established: 1982

Mass. Employees: 7

Product Description:

Specializes in business accounting systems, supports American Business Systems software, and provides custom programming.

Absolute Security Systems, Inc.

63 Great Road
Maynard, MA 01754

Contact: Mr. Geoffrey Clarkson

Title: CEO

Phone: 508-422-8464

Established: 1982

Mass. Employees: 5

Product Description:

Markets a computer security system which monitors all user activity in critical files.

Absolute Software, Inc.

149 California Street
Newton, MA 02158

Contact: Mr. Stanley Shein

Title: President

Phone: 617-244-7468

Established: 1968

Mass. Employees: 10

Product Description:

Develops software and installs turnkey UNIX-based systems.

Absolute Systems, Inc.

85 Eastern Ave
Gloucester, MA 01930

Contact: Mr. Robert Langner

Title: CEO

Phone: 508-281-5197

Established: 1982

Mass. Employees: 8

Product Description:

Develops software for construction, property management, real estate development, distribution, legal and public accounting. Markets word processing, spreadsheet and prospect mail list management software.

Accelerated Systems, Inc.

59 Park Street
Beverly, MA 01915

Contact: Mr. Joshua Horwitz

Title: President

Phone: 508-921-1700

Fax: 508-921-4705

Established: 1986

Mass. Employees: 5

Product Description:

Designs hardware and software for computer-based monitor and control. Provides electronic engineering product design services.

Access Dynamics, Inc.

8 Post Office Square
Acton, MA 01720

Contact: Mr. Wayne Lilley

Title: President

Phone: 508-635-0100

Fax: 508-369-1686

Established: 1982

Mass. Employees: 8

Product Description:

Provides software and consulting services, specializing in custom database management and packaged software products for automotive, real estate and financial industries.

Access International, Inc.

432 Columbia
Cambridge, MA 02141

Contact: Mr. Michael Bastarache

Title: VP Finance

Phone: 617-494-0066

Fax: 617-494-8404

Established: 1978

Mass. Employees: 40

Product Description:

Installs fundraising and fund accounting software for non-profits.

Access Technology, Inc.

Two Natick Executive Park
S Natick, MA 01760

Contact: Mr. Carl Nelson

Title: President

Phone: 508-655-9191

Fax: 508-651-3788

Established: 1980

Mass. Employees: 175

Product Description:

Develops integrated spreadsheet software for micros, monos and mainframes.

Accudynamics, Inc.

395 Plymouth Street
Middleboro, MA 02346

Contact: Mr. George Ballou

Title: President

Phone: 508-946-4545

Established: 1984

Mass. Employees: 20

Product Description:

Manufacturer of keyboards.

Acknowledge, Inc.

251 W. Central Street
Natick, MA 01760

Contact: Mr. Robert Mann
Title: President
Phone: 508-650-3630
Fax: 508-650-4766
Established: 1984
Mass. Employees: 8
Product Description:

Manufactures computer peripherals for data storage backup and main memory. Products are tailored for Wang VS and PC computers and IBM Systems/36 and PCs.

Addison Wesley Publishing Company

Jacobway
Reading, MA 01867

Contact: Mr. Ronald Woodward
Title: CFO
Phone: 617-944-3700
Fax: 617-944-9338
Established: 1947
Mass. Employees: 20
Product Description:

Develops, publishes and markets software and books for education, home and business markets. Software products include entertainment, education, text and programming tools.

Adept, Inc.

36 Washington Street, Suite 310
Wellesley, MA 02181

Contact: Mr. Thomas Schellenberg
Title: CEO
Phone: 617-239-1700
Fax: 617-237-0892
Established: 1983
Mass. Employees: 50
Product Description:

Provides consulting services from requirements definition to systems implementation for banking, securities, government, health insurance, manufacturing, retail, publishing and other industries. Employs fourth generation languages.

Adina R&D, Inc.

71 Elton Avenue
Watertown, MA 02172

Contact: Mr. K. J. Bathe
Title: Director
Phone: 617-926-5199
Fax: 617-926-0238
Established: 1986
Mass. Employees: 6
Product Description:

Develops engineering software for structural analysis, heat-transfer analysis and fluid flow. Markets include civil, mechanical, ocean, and aeronautical engineering.

Adlpipe, Inc.

2 Tyler Court
Cambridge, MA 02140

Contact: Mr. I. W. Dingwell
Title: President
Phone: 617-492-1991
Fax: 617-868-0578
Established: 1987
Mass. Employees: 9
Product Description:

Develops engineering analysis and database management software for the mechanical and architectural engineering industries. Consults on database design, power and petrochemical piping design, as well as seismic and dynamic analysis.

Administrative Computer Consultants, Inc.

600 Main Street
Suite 6C
Winchester, MA 01890

Contact: Mr. David Rix
Title: President
Phone: 617-721-1998
Fax: 617-721-0551
Established: 1983
Mass. Employees: 3
Product Description:

Provides computer consulting services, developing customized applications of Lotus 1-2-3, dBase III and data communications programs. Integrates and installs MS-DOS and Unix based computer systems. All product development is in the C programming language.

Admins, Inc.

432 Columbia Street
Cambridge, MA 02141

Contact: Mr. Dagfinn Saether

Title: CEO

Phone: 617-494-5100

Fax: 617-494-8645

Established: 1974

Mass. Employees: 50

Product Description:

Offers an integrated set of application development tools to design and develop software, including a relational database query and definition, screen generation, tape/disk file conversion, etc.

Adra Systems, Inc.

59 Technology Drive
Lowell, MA 01851

Contact: Mr. William Mason

Title: President

Phone: 508-937-3700

Fax: 508-453-2462

Established: 1983

Mass. Employees: 80

Product Description:

Manufactures multi-functional expandable CAD systems for mechanical and architectural design and drafting applications.

Advantage Systems, Inc.

950 Winter Street
Suite 2100
Waltham, MA 02154

Contact: Mr. Joseph Bayne

Title: CEO

Phone: 617-890-2400

Fax: 617-890-5082

Established: 1982

Mass. Employees: 50

Product Description:

Develops cash management software for banks.

Aegis, Inc.

50 Welby Road
New Bedford, MA 02745

Contact: Mr. Jay Greenspan

Title: CEO

Phone: 508-998-3141

Fax: 508-995-7315

Established: 1984

Mass. Employees: 275

Product Description:

Manufactures ceramic and metal microcircuit packaging.

Aerodyne Research, Inc.

45 Manning Road
Billerica, MA 01821

Dr. Charles Kolb

Title: President

Phone: 508-663-9500

Fax: 508-663-4918

Established: 1970

Mass. Employees: 51

Product Description:

Provides interactive software models and tools for use in detailed scientific simulations. Applications include synthetic infrared background, object and scene generation, as well as remote sensing, surveillance, image processing, and search and track systems.

Agency Management Services, Inc.

700 Longwater Drive
Norwell, MA 02061

Contact: Mr. David Wroe

Title: CEO

Phone: 617-982-9400

Fax: 617-982-9892

Established: 1963

Mass. Employees: 100

Product Description:

Develops insurance agency management systems, rating systems and automated motor vehicle reporting. Offers complete support, training, documentation, and other services for independent insurance agencies.

AICORP, Inc.

138 Technology Drive
Waltham, MA 02254

Contact: Mr. Robert Goldman

Title: President

Phone: 617-891-6500

Fax: 617-893-8919

Established: 1975

Mass. Employees: 67

Product Description:

Provides artificial intelligence-based software to businesses using the IBM mainframe computing environment. Products include knowledge-based management and natural language systems with cross-industry applications.

Alden Electronics, Inc.

40 Washington Street
Westborough, MA 01581

Contact: Mr. Joseph Girouard

Title: CEO

Phone: 508-366-8851

Fax: 508-898-2427

Established: 1946

Mass. Employees: 150

Product Description:

Manufacture processors and PC based color weather display systems for processing, storing, distributing and manipulating color weather graphics.

Alloy Computer Products, Inc.

165 Forest Street
Malboro, MA 01752

Contact: Mr. Richard Meise

Title: CEO

Phone: 508-481-8500

Fax: 508-624-5115

Established: 1979

Mass. Employees: 22

Product Description:

Manufactures disk and tape subsystems and multi-user products for the IBM market. Develops compatible systems software.

Alessi Data Technology

P.O. Box 4
Needham Heights, MA 02194

Contact: Mr. Patrick Alessi

Title: President

Phone: 617-444-8068

Established: 1984

Mass. Employees: 24

Product Description:

Develops and markets manufacturing software for microcomputers.

Alpha Software Corporation

1 North Avenue
Burlington, MA 01803

Contact: Mr. Richard Rabins

Title: President

Phone: 617-229-2924

Fax: 617-272-4876

Established: 1982

Mass. Employees: 35

Product Description:

Develops and markets software for IBM PCs and compatibles.

Algorithmics, Inc.

135 Everett Street
Natick, MA 01760

Contact: Mr. Bruce Cichowlas

Title: CEO/President

Phone: 617-237-7226

Fax: 508-655-6280

Established: 1976

Mass. Employees: 5

Product Description:

Develops software packages primarily for client resale. Applications include graphics, database, operating systems, driver extensions and intelligent peripherals. Also provides system conversion services.

Alphatech, Inc.

50 Mall Street
Burlington, MA 01803

Contact: Mr. Nils Sandell

Title: CEO/President

Phone: 617-273-3388

Fax: 617-273-9345

Established: 1978

Mass. Employees: 75

Product Description:

Provides research and development in the area of systems engineering on government sponsored contracts. Develops modeling, simulation-enhanced algorithms and decision support systems.

Alliant Computer Systems Corp.

1 Monarch Drive
Littleton, MA 01460

Contact: Mr. Ronald Gruner

Title: CEO

Phone: 508-486-4950

Fax: 508-486-1398

Established: 1982

Mass. Employees: 44

Product Description:

Manufactures super minicomputers based on parallel vector architecture for engineering and scientific applications. Software includes a Fortran compiler which makes existing code run in parallel automatically.

Alternative Solutions

807 Washington Street
Newton, MA 02160

Contact: Mr. Peter Salvia

Title: President

Phone: 617-965-0730

Fax: 617-965-6124

Established: 1984

Mass. Employees: 11

Product Description:

Designs networking hardware and software and telephone systems.

Altos Computer Systems, Inc.

Burlington Office Park
One Wall Street
Burlington, MA 01803

Contact: Mr. Patrick Murray
Title: District Sales Manager
Phone: 617-272-2572
Fax: 617-272-5155
Established: 1985
Mass. Employees: 8

Product Description:

Marketing and support facility for manufacturer of multi-user, UNIX-based microcomputers and software. Specialized in applications for various vertical markets including manufacturing, medical, construction, retail and other industries.

Amberland Computer, Inc.

19 Slade Street
Somerset, MA 02725

Contact: Mr. Lee Guerra
Title: Owner
Phone: 508-673-7000
Established: 1955
Mass. Employees: 4

Product Description:

Provides microcomputer consulting, including PC-to-mainframe integration and networking software.

Amdex Corp.

267 Boston Road # 17B
N. Billerica, MA 01862

Contact: Mr. John Fallon
Title: President
Phone: 508-663-2070
Established: 1978

Product Description:

Manufactures industrial computers and systems.

American Digital Products, Inc.

82 Winchester Street
Newton, MA 02161

Phone: 617-964-5270
Fax: 617-964-1069
Established: 1978

Product Description:

Manufactures and markets IBM compatible microcomputers including XTs, 286, and 386 machines. Also distributes PC peripherals.

American Digital Systems, Inc.

490 Boston Post Road
Sudbury, MA 01776

Contact: Mr. Alan Kivnik
Title: President
Phone: 508-443-7711
Fax: 508-443-4332
Established: 1975
Mass. Employees: 19

Product Description:

Manufactures high performance disk and tape drive systems for DEC marketplace. Disk drive systems and sub-systems are available for Q-bus and Unibus computers, VAX clusters or other systems using DEC standard controllers. Tape back-up system for Q-bus or Unibus.

American Energy Management Corporation

221 Boston Post Road
Marlborough, MA 01752

Contact: Mr. John Martin
Title: CEO/President
Phone: 508-480-8200
Fax: 508-485-0669
Established: 1978

Mass. Employees: 28**Product Description:**

Designs and installs building automation systems and software based on board-level DEC components.

American Financial Systems, Inc.

9 Riverside Office Park
Weston, MA 02193

Contact: Mr. Daniel Johnson
Title: President
Phone: 617-893-3393
Fax: 617-894-0013
Established: 1986

Mass. Employees: 8**Product Description:**

Provides consulting services to the life insurance industry, including the development of focused strategies, illustration systems and integrated marketing materials. The software meets illustration needs from simple ledgers to deferred compensation, etc.

American Institute for Research

45 North Road
Bedford, MA 01730
Contact: Mr. Joseph Dumas
Title: VP
Phone: 617-275-0800
Fax: 617-275-3846
Established: 1947
Mass. Employees: 35
Product Description:
Provides contract research and development and consulting services to industry and to government agencies. Applies specialized skills in human factors, usability engineering, human-computer interaction training and documentation.

American Power Conversion Corp.

267 Boston Road
Billerica, MA 01862
Phone: 508-670-2440
Fax: 508-670-2380
Established: 1981
Mass. Employees: 8
Product Description:
Provides research, development and manufacturing of uninterruptible power sources. Markets to computer OEMs.

Amkey, Inc.

1 Aegean Drive
Methuen, MA 01844
Contact: Mr. Wayne Friedrichs
Title: President
Phone: 508-975-5445
Fax: 508-975-0357
Established: 1974
Mass. Employees: 40
Product Description:
Manufacture keyboard systems for commercial, industrial and military applications. Also provide electrical and mechanical assembly applications.

Amnet, Inc.

1881 Worcester Road
Framingham, MA 01701
Contact: Mr. Jay Hill
Title: President
Phone: 508-879-6306
Fax: 508-872-8136
Established: 1969
Mass. Employees: 50
Product Description:
Manufacture packet switching systems for data network use.

Ampro Corporation

35 Cabot Rd.
Woburn, MA 01801
Contact: Mr. Charles Trippe
Title: Chairman
Phone: 617-932-4800
Fax: 617-932-8756
Established: 1988
Mass. Employees: 50
Product Description:
Manufactures video and computer data projectors used for computer and video application in corporate, educational and other training settings.

Analogic Corp.

8 Centennial Drive
Peabody, MA 01960
Contact: Mr. Bernard Gordon
Title: President
Phone: 508-977-3000
Fax: 508-531-0567
Established: 1969
Mass. Employees: 1300
Product Description:
Provides data conversion and signal processing technologies.

Analytical Computer Service, Inc.

85 River Avenue
Waltham, MA 02154
Contact: Mr. Jerry Madansky
Title: President
Phone: 617-899-1120
Fax: 617-899-9079
Established: 1983
Mass. Employees: 3
Product Description:
Develops microcomputer software for PC-FAX communications for marketing research and advertising vertical markets. Major product is software for cross tabulation. Also authors publications on the C programming language.

Androx Corp.

1515 Hancock Street
Quincy, MA 02169

Contact: Mr. Philip Dunbar

Title: CEO

Phone: 617-770-3450

Fax: 617-770-3471

Established: 1980

Mass. Employees: 25

Product Description:

Designs and manufactures image processing systems and workstations.. Also provides software libraries to allow users to perform applications in diverse areas of research, medical, factory automation, remote sensing simulation, electronic prepress, artificial intelligence.

Aox Incorporated

486 Totten Pond Road
Waltham, MA 02154

Contact: Mr. Michael T. Kane

Title: Vice President of Administration

Phone: 617-890-4402

Fax: 617-890-8445

Established: 1979

Mass. Employees: 20

Product Description:

Designs, manufactures and markets processor upgrade/accelerator cards for AT and compatibles and Macintosh computers.

**Apollo Computer Division-HP
of Hewlett Packard**

330 Apollo Drive
Chelmsford, MA 01824

Contact: Mr. Dave Perozek

Title: General Manager

Phone: 508-256-6600

Fax: 508-256-2079

Established: 1980

Mass. Employees: 450

Product Description:

Manufactures network-based workstations for technical and business professionals. Also develops network sensors, server processors, printers and other network peripherals. Designs networking and productivity software for a broad range of business and technical uses.

Appex Lunayach Systems Corporation

1601 Trapelo Road
Waltham, MA 02154

Contact: Mr. Shikhar Gosh

Title: CEO

Phone: 617-890-1000

Fax: 617-890-0367

Established: 1986

Mass. Employees: 60

Product Description:

Specializes in integrated software products and consulting services for meeting the information requirements of the cellular telephone industry.

Application Techniques, Inc.

10 Lomar Park Drive
Pepperell, MA 01463

Contact: Mr. Gary Cook

Title: President

Phone: 508-433-5201

Fax: 508-433-8466

Established: 1981

Mass. Employees: 8

Product Description:

Designs and develops PC-based software including graphics and printer links.

Applications Systems Corporation

60 Temple Place
Boston, MA 02111

Contact: Mr. Richard Smith

Title: President

Phone: 617-426-2918

Fax: 617-338-2564

Established: 1980

Mass. Employees: 20

Product Description:

Provides turnkey applications software to the jewelry industry.

Applications Unlimited

28 Peterson Road
Natick, MA 01760

Contact: Mr. Jonathan Quint

Title: President

Phone: 508-653-9300

Established: 1983

Mass. Employees: 2

Product Description:

Provides consulting and systems development for small to medium-sized businesses, including programming, documentation and training services. Application areas include order entry, invoicing, accounts receivable, general data management and financial analysis.

Applied Business Concepts, Inc.

67 Aaron River Road
Cohasset, MA 02025

Contact: Mr. Andrew Krueger

Title: CEO

Phone: 617-383-6141

Established: 1987

Mass. Employees: 2

Product Description:

Provides financial and EDP consulting services, including tax preparation and consultation, bookkeeping, commercial systems design and implementation, hardware and software acquisition and contract EDP services.

Applied Econometrics, Inc.

450 West Street
Amherst, MA 01002

Contact: Mr. Norman Cournoyer

Title: President

Phone: 413-253-9342

Established: 1972

Mass. Employees: 13

Product Description:

Develops software for the accommodations industry.

Applied Expert Systems, Inc.

5 Cambridge Center
Cambridge, MA 02142

Contact: Mr. Phillip Cooper

Title: President

Phone: 617-492-7322

Fax: 617-492-2213

Established: 1983

Mass. Employees: 50

Product Description:

Develops expert systems for financial services specializing in sales and marketing support systems for insurance companies, banks and brokerage firms.

Applied Learning Spectrum, Inc.

9 Oak Park Drive
Bedford, MA 01730

Contact: Mr. Charles Biebighauser

Title: CEO/President/Mktg

Phone: 617-271-0500

Fax: 617-275-5644

Established: 1981

Mass. Employees: 175

Product Description:

Manufactures microcomputer authoring systems. Develops sales training in workshop and computer-based training formats for the information processing, telecommunications, financial and automotive industries.

Applied Reasoning Corp.

86 A Sherman Street
Cambridge, MA 02140

Contact: Mr. Daniel Scherlis

Title: President

Phone: 617-492-0700

Fax: 617-492-7908

Established: 1982

Mass. Employees: 15

Product Description:

Manufactures coprocessing boards based on Intel's 80386 coprocessor. These serve as accelerator boards for personal computers and as PC compatibility boards for engineering workstations.

Applied Software Ergonomics

31 Olympia Avenue
Woburn, MA 01801

Contact: Mr. Jim Beckman

Title: President

Phone: 617-938-8080

Fax: 617-938-5428

Established: 1984

Mass. Employees: 5

Product Description:

Develops forms design software for laser printers. Also develops programs for control of mainframe laser printers and host software, including a laser printer spooler.

Applix, Inc.

112 Turnpike Road
Westborough, MA 01581

Contact: Mr. Joseph Penta

Title: Director of International Sales

Phone: 508-870-0300

Fax: 508-366-9313

Established: 1983

Mass. Employees: 60

Product Description:

Develops office automation software to run on multi-vendor hardware platforms with UNIX and VMS operating systems. Products include networking, electronic mail, calendar, meeting and scheduling software.

Aquila Technology, Inc.

399 River Rd
Hudson, MA 01749

Contact: Mr. Thomas Tucker
Title: Chief Financial Officer
Phone: 508-568-8700
Fax: 508-568-1329

Established: 1987

Mass. Employees: 23

Product Description:

Develops CAD/CAM applications software and CAD/CAM systems consulting services. Provides hardware and software training, field service and repair.

Archetype, Inc.

100 Fifth Avenue
Waltham, MA 02154

Contact: Mr. Paul Trevithick
Title: CEO/Chairman
Phone: 617-890-7544
Fax: 617-890-3661

Established: 1985

Mass. Employees: 15

Product Description:

Develops and markets professional quality page makeup and safe design programs for newspapers, magazines, catalogs and other vehicles.

Arcon Corp.

260 Bear Hill Road
Waltham, MA 02154

Contact: Mr. Bronislaw Smulowicz
Title: President
Phone: 617-890-3330
Established: 1960

Mass. Employees: 58

Product Description:

Provides engineering consulting services including air traffic control, transportation systems, radiation/particle transport physics, atmospheric physics, fiber optics, and digital speech processing.

Aries Technology, Inc.

600 Suffolk Street
Lowell, MA 01854

Contact: Mr. Larry McArthur
Title: President
Phone: 508-453-5310
Fax: 508-458-2541

Established: 1984

Mass. Employees: 48

Product Description:

Develops and markets desktop mechanical computer-aided engineering (MCAE) software products which allow engineers to perform reductive engineering. Products provide interactive solid modeling, assembly, online analysis, section properties, etc.

Arity Corp.

29 Domino Drive
Concord, MA 01742

Contact: Mr. Peter Gabel
Title: President
Phone: 508-371-1243
Fax: 508-371-1487

Established: 1984

Mass. Employees: 12

Product Description:

Develops, manufactures and markets artificial intelligence software for commercial, government and education markets. Training and support provided.

Artel Communications Corp.

22 Kane Industrial Drive
Hudson, MA 01749

Contact: Mr. Robert Bowman
Title: CEO
Phone: 508-562-2100
Fax: 508-562-6942

Established: 1981

Mass. Employees: 162

Product Description:

Designs and manufactures fiber optics communications systems, including network system products and point-to-point video and high resolution graphics. Applications include computer networking. CAD/CAM, process control monitoring, teleconferencing, etc.

Arts Computer Products, Inc.

121 Beach Street
Boston, MA 02111

Contact: Mr. Peter Duran
Title: President
Phone: 617-482-8248
Established: 1981

Mass. Employees: 2

Product Description:

Develops and markets software and related products to assist blind or visually impaired people to use computers. Products include braille translation and large print screen display conversion software and voice products.

AS/3X Group, The

183 Lowell Street

Andover, MA 01810

Contact: Mr. Bruce Camber

Title: President

Phone: 508-475-2732

Fax: 508-475-2443

Established:

Product Description:

Designs and manufactures several Window products: Quick Windows, Timing Windows, and Locking Windows. Quick Windows is windowing for IBM AS/400, S/38 and S/36. Timing Windows is an Intelligent Window for job scheduling. Locking Window is a copyright protection for software developers. Also designs and markets office communications software for marketing and sales.

Ascent Technology, Inc.

26 Lansdowne Street

Cambridge, MA 02139

Contact: Ms. Karen Prendergast

Title: President

Phone: 617-225-0850

Fax: 617-225-0822

Established: 1986

Mass. Employees: 17

Product Description:

Develops and markets large software systems for information intensive industries. Integrates symbolic computing and artificial intelligence into conventional computer environments to address problems of analysis, planning and modelling.

ASIC Engineering, Inc.

215 Lake Shore Rd.

Brighton, MA 02135

Contact: Mr. Jorge Rubinstein

Title: President

Phone: 617-782-1137

Fax: 617-782-1137

Established: 1985

Mass. Employees: 1

Product Description:

Develops megacell blocks for semi-custom ICs and CAE software. Also provides ASIC design.

Ask Computer Systems

6 New England Executive Park

Burlington, MA 01803

Contact: Mr. Robert DiLoreto

Title: Sales Manager

Phone: 617-270-6767

Fax: 617-273-5390

Established: 1974

Mass. Employees: 40

Product Description:

Sales and support facility for software and turnkey systems. Develops MANNAN and MAXIM software. Provides training and documentation.

Aspen Technology, Inc.

251 Vassar Street

Cambridge, MA 02139

Contact: Mr. Lawrence Evans

Title: Chairman

Phone: 617-497-9010

Fax: 617-497-7806

Established: 1981

Mass. Employees: 60

Product Description:

Develops computer-aided process engineering software for the chemical, petroleum, metal, food processing and biotechnology industries.

Astro Dynamics, Inc.

2 Gill Street

Woburn, MA 01801

Contact: Mr. Leonard Katz

Title: President

Phone: 617-935-4944

Fax: 617-935-4982

Established: 1959

Mass. Employees: 40

Product Description:

Manufactures cooling equipment for the computer industry.

Astrolabe

45 S. Orleans Road

P.O. Box 28

Orleans, MA 02653

Contact: Mr. Arthur Blackwell

Title: Chairman

Phone: 508-896-5081

Fax: 508-255-0932

Established: 1979

Mass. Employees: 13

Product Description:

Produces software for astrological, astronomical, cycle studies and occult applications.

Asymtek

48 Berndt Drive
 Attleboro, MA 02703
 Contact: Mr. Robert Ciardella
 Title: CEO
 Phone: 508-226-2204
 Fax: 508-226-5379
 Established: 1983
 Mass. Employees: 11
 Product Description:

Develops menu-driven software for robotic controls, high speed XYZ positionings systems, and automated ink jet marking equipment. Manufactures automated fluid dispensing equipment for solder paste, SMT adhesives, RTV, solder mask, etc.

AT & T American Trans Tech System Group

126 High Street
 Boston, MA 02110
 Contact: Mr. Gerry Nelson
 Title: CEO
 Phone: 617-482-1300
 Fax: 617-728-7437
 Established: 1979
 Product Description:

Develops systems and software for the mutual funds industry. Serves sponsors and shareholders as a transfer agent; uses Multiple Asset System software to integrate processing functions.

AT&T ISTEEL, Inc.

60 Mall Road
 Burlington, MA 01803
 Contact: Ms. June Patton
 Title: Sales Consultant
 Phone: 617-272-7333
 Fax: 617-272-4218
 Established: 1983
 Mass. Employees: 3
 Product Description:

Develops and supportr software products and services for the manufacturing and distribution industries, including simulation systems and interface options. Provides software maintenance and updates, consulting, simulation, training and start-up.

Atex Publishing Systems, Inc.

32 Wiggins Avenue
 Bedford, MA 01730
 Contact: Mr. David Monks
 Title: CEO/President
 Phone: 617-275-8300
 Fax: 617-276-7902
 Established: 1973
 Mass. Employees: 360
 Product Description:

Supplies computer-based publishing systems for newspapers and magazines, including applications software for industry standard hardware platforms. Develops application software for the editing, advertising & production operations of newspapers & magazines.

Atlantic Computer Services, Inc.

1550 Rte 28
 Suite 24
 Centerville, MA 02632
 Contact: Mr. Ronald Andris
 Title: CEO
 Phone: 508-778-0013
 Established: 1985
 Mass. Employees: 5
 Product Description:

Develops applications for the construction industry. Provides services and sales of software and hardware systems.

Atlantic Data Services, Inc.

One Batterymarch Park
 Quincy, MA 02169
 Contact: Mr. Robert Howe
 Title: President
 Phone: 617-770-3333
 Fax: 617-770-2307
 Established: 1980
 Mass. Employees: 80
 Product Description:

Provides project-oriented software development resources and products to the financial services industry.

Autex Systems, Inc.

85 Wells Avenue
Newton, MA 02159

Contact: Mr. Jeffrey Parker
Title: CEO
Phone: 617-235-1940
Fax: 617-332-8289
Established: 1966

Mass. Employees: 90

Product Description:

Develops mainframe upload and LAN integration software to distribute information products to the financial resources industry.

Auto-Trol Technology Corp.

25 Burlington Road
Burlington, MA 02181

Contact: Mr. Howard Hillman
Title: President
Phone: 617-270-0608
Established:

Product Description:

Provides integrated products and services to solve automation problems for companies involved in facilities design, electronic publishing, mechanical design and manufacturing. Systems are used to increase efficiency and productivity in design, analysis, planning, testing, documentation, manufacturing, and document management. Solutions operate on workstations including Sun, Digital, and Apollo.

Autographix, Inc.

100 Fifth Avenue
Waltham, MA 02154

Contact: Mr. Davis Westervelt
Title: CEO/President
Phone: 617-890-8558
Fax: 617-890-2124
Established: 1981

Mass. Employees: 250

Product Description:

Produces presentation graphics software and workstation products. Also offers over-night slide services.

Autologic, Inc.

200 Unicorn Park Drive
Woburn, MA 01801

Contact: Mr. Frank Pasciuto
Title: Director Of Customer Service
Phone: 617-935-6184
Fax: 617-935-6587
Established: 1975

Mass. Employees: 18

Product Description:

Develops and manufactures electronic typesetting equipment and laser imaging system for publishing and educational markets.

Automated Images, Inc.

500 W. Cummings Park
Woburn, MA 01801

Contact: Mr. Michael Sipsey
Title: President
Phone: 617-933-1731
Fax: 617-933-2834

Established: 1977

Mass. Employees: 22

Product Description:

Produces software to perform data management, interactive graphics and design automation for the electronic and electrical design markets. Also offers a CAD system for printed circuit and hybrid design.

Avatar Corp.

65 South Street
Hopkinton, MA 01748

Contact: Mr. Thomas Bogan
Title: President
Phone: 508-435-6872
Fax: 508-435-2470
Established: 1981

Mass. Employees: 65

Product Description:

Develops and manufactures IBM 3270 connectivity solutions for Macintosh corporate environments. Provides Macintosh-to-IBM mainframe connectivity products.

Aviv Corp.

26 Cummings Park
Woburn, MA 01801

Contact: Mr. Haim Brill
Title: President
Phone: 617-933-1165
Fax: 617-938-5691
Established: 1976

Mass. Employees: 30

Product Description:

Manufactures integrated tape, disk and communications systems and optional disk storage systems.

Axis Computer Systems, Inc.

65 Boston Post Road
Marlborough, MA 01752

Contact: Mr. Edward Vereck
Title: CEO/President
Phone: 508-481-9600
Fax: 508-481-7234
Established: 1984

Product Description:

Provides integrated manufacturing, planning and control systems (MRP-II), including financial and sales order entry. Systems are minicomputer based and designed for discrete manufactures, particularly those that manufacture or assemble products with options.

Azrex, Inc.

Three Mountain Road
P.O. Box 416
Burlington, MA 01803

Contact: Mr. David McIlhenny
Title: President/Mktg
Phone: 617-272-8750
Fax: 617-229-0513
Established: 1970

Mass. Employees: 15

Product Description:

Offers an interactive query and report writer system for generating ad hoc or production reports, performing on-line analysis & managing data files.

Bachman Information Systems, Inc.

8 New England Exec. Park
Burlington, MA 01803

Contact: Mr. Charlie Bachman
Title: Chairman
Phone: 617-273-9003
Fax: 617-229-9904
Established: 1983

Mass. Employees: 150

Product Description:

Develops and markets software for the maintenance, enhancement and migration of new and existing information systems. Product family provides database technology equivalent to 386-based PC workstations.

Banc Ware, Inc.

50 Braintree Hill Office Park
Braintree, MA 02184

Contact: Mr. William Popp
Title: President
Phone: 617-848-5800
Fax: 617-848-9797
Established: 1982

Mass. Employees: 10

Product Description:

Develops data collection software and financial analytics for banks and thrifts.

Banking Decision Systems

245 Winter Street
Waltham, MA 02154

Contact: Mr. Michael Parentice
Title: VP/Gen. Manager
Phone: 617-890-0535
Fax: 617-890-5034
Established: 1979

Mass. Employees: 27

Product Description:

Develops and markets software for asset/liability and other planning needs of financial intermediaries. Products include decision support tools, budgeting, forecasting, strategic planning and data retrieval/development software.

Banyan Systems, Inc.

120 Flanders Road
Westborough, MA 01581

Contact: Mr. Wayne Fitzsimmons
Title: Vice President, International
Phone: 508-898-1000
Fax: 508-898-3604
Established: 1983

Mass. Employees: 50

Product Description:

Develops software and hardware products that integrate personal computers, minicomputers and mainframes into comprehensive information networks. Major product line in UNIX-based virtual networking system software which runs on optimized network servers.

Barton Group, Inc., The

28 Brady Loop
Andover, MA 01810

Contact: Mr. Richard Barton
Title: CEO/President
Phone: 508-470-1167
Established: 1982

Mass. Employees: 7

Product Description:

Consulting firm which specializes in evaluating and improving project management and systems development by use of CASE technologies, Structured Methods and Systems Planning systems. Two major products include Systems Development and Systems Planning.

Bascom-Turner Instruments, Inc.

111 Downey Street
Norwood, MA 02062
Dr. A.C. Macrides

Title: President
Phone: 617-769-9660
Fax: 617-551-0283
Established: 1980

Mass. Employees: 30

Product Description:

Manufacture-microprocessor controlled analog to digital data recorders.

BASF Corp. Information Systems

35 Crosby Drive
Bedford, MA 01730

Contact: Mr. Dieter Heuer
Title: President
Phone: 617-271-4000
Fax: 617-275-9602
Established: 1960

Mass. Employees: 1200

Product Description:

Develops and markets a full line of magnetic media products for the computer and entertainment industries: computer tape and floppy disks, audio and video cassettes and bulk tape for the music and movie industries.

BBN Advanced Computers, Inc.

10 Fawcett Street
Cambridge, MA 02138

Contact: Mr. Stephen Levy
Title: CEO
Phone: 617-491-1850
Fax: 617-873-3315
Established: 1986

Mass. Employees: 150

Product Description:

Manufacture high performance computers for scientific and engineering applications.

BBN Manufacturing Corp.

1100 Technology Park Drive
Billerica, MA 01821

Contact: Mr. Gerald Davidson
Title: President
Phone: 508-671-1000
Fax: 508-667-8505
Established: 1988

Mass. Employees: 2000

Product Description:

Manufactures printed circuit boards and subassemblies which are built into specific system configurations and tested at either Scotland or Massachusetts sites. Other products include packet switches, packet assemblers/disassemblers, butterfly computers and SIMNET computer image generation systems.

BBN Software Products Corp.

10 Fawcett Street
Cambridge, MA 02238

Contact: Mr. Ean Rankin
Title: CEO
Phone: 617-873-2000
Fax: 617-873-8199
Established: 1984

Mass. Employees: 220

Product Description:

Develops and markets statistical data analysis software used in research and development, quality control, manufacturing and clinical data management. Products include statistical advisor, systems for design experiments, times series, analysis tools, etc.

BBN Systems and Technologies Corp.

10 Fawcett Street
Cambridge, MA 02238

Contact: Mr. Nick Ide
Title: President
Phone: 617-873-3000
Fax: 617-873-3776
Established: 1988

Mass. Employees: 300

Product Description:

Designs and develops computer information, communications and acoustic technologies. Offers research development consulting, and systems building activities through six operating units. Also provides services to commercial markets & foreign governments.

Bedford Control Systems, Inc.

6 Executive Park
N. Billerica, MA 01862

Contact: Mr. Roger Trudeau
Title: President/COO/CFO
Phone: 508-667-2050
Fax: 508-671-0122
Established: 1983
Mass. Employees: 12

Product Description:

Provides engineering design and manufacture of industrial controls and related software.

Bedford Research Associates, Inc.

19 Crosby Drive, 3rd floor
Bedford, MA 01730

Contact: Mr. Joseph Noonan
Title: President
Phone: 617-275-7246
Established: 1978
Mass. Employees: 15

Product Description:

Provides software development for government and business applications, primarily on a contract basis. Develops business and management applications; offers management information consulting, technical services, and scientific and engineering applications.

BGS Systems, Inc.

128 Technolgy Center
Waltham, MA 02254

Contact: Mr. Harold Schwenk
Title: CEO
Phone: 617-891-0000
Fax: 617-890-0000
Established: 1975
Mass. Employees: 150

Product Description:

Develops, markets and supports integrated software for mainframe, new application, and network performance management and capacity planning.

BICC Data Networks, Inc.

1800 West Park Drive
Westborough, MA 01581

Contact: Mr. Jack Simpson
Title: Gen. Manager
Phone: 508-898-2422
Fax: 508-898-3739
Established:

Mass. Employees: 24

Product Description:

Manufactures local area network (LAN) products.

Binary Systems, Inc.

173 California Street
Newton, MA 02158

Contact: Mr. James Horowitz
Title: President
Phone: 617-527-7944
Established: 1978
Mass. Employees: 2

Product Description:

Develops packages for the insurance industry including commercial and financial institution bond rating. Provides contract programming and consulting.

Binary Techniques, Inc.

35 Medford Street
Somerville, MA 02143

Contact: Mr. Martin Eyllon
Title: President
Phone: 617-628-7200
Fax: 617-864-0164
Established: 1984
Mass. Employees: 6

Product Description:

Produces microcomputer software for real-time control.

Bitstream, Inc.

215 First Street
Cambridge, MA 02142

Contact: Mr. Robert Friedman
Title: President
Phone: 617-497-6222
Fax: 617-868-4732
Established: 1981
Mass. Employees: 200

Product Description:

Develops and markets digital type fonts for OEMs, ISVs and end users. Products include high resolution outline fonts used in graphic arts imagesetters; medium resolution bitmap fonts for screen displays and printers; etc.

Black Letter Legal Software Corp.

386 Washington Street
Wellesley Hills, MA 02181

Contact: Mr. Steven Kursh
Title: President
Phone: 617-237-1011
Fax: 617-237-1261
Established: 1988
Mass. Employees: 7

Product Description:

Develops applications software for attorneys and financial institutions.

Blossom Catalytix Corp.

1 Kendall Square
Building 600, Suite 185
Cambridge, MA 02139
Contact: Ms. Jeanette LaVally
Title: CEO/President
Phone: 617-497-2160
Fax: 617-566-4936
Established: 1983
Mass. Employees: 12
Product Description:

Develops programs for software development and testing, primarily for the C programming language. Products include C programming interpreters, run-time analyzers and C programming tutorials.

Blue Lion Software Corp.

90 Sherman Street
Cambridge, MA 02140
Contact: Mr. Robert McAfee
Title: CEO
Phone: 617-876-2500
Established: 1983
Mass. Employees: 10
Product Description:

Develops cultural entertainment software including a travel simulation program. Also produces educational software.

Bolt Beranek and Newman Inc

10 Fawcett Street
Cambridge, MA 02138
Contact: Mr. Stephen Levy
Title: Chairman
Phone: 617-873-2000
Fax: 617-873-2857
Established: 1948
Mass. Employees: 3200
Product Description:

Diversified high technology corporation which manufactures wide area communications networks, data analysis software, high performance computers and computer image generation systems.

Boston Business Computing, Ltd

3 Dundee Park
Andover, MA 01810
Contact: Mr. Edward Gaudet
Title: Marketing Manager
Phone: 508-470-0444
Fax: 508-474-9244
Established: 1983
Mass. Employees: 9
Product Description:

Provides software and consulting services for the VAX, UNIX and personal computer markets. Products include emulators of DEC VAX editor, UMS command language and an office automation package.

Boston Digital Corp.

Granite Park
Milford, MA 01757
Contact: Mr. Ara Aykanian
Title: President
Phone: 508-473-4561
Fax: 508-478-7224
Established: 1965
Mass. Employees: 130
Product Description:

Produces computerized machining systems and related software for aerospace, electronics and other industries. Applications include parts programming, parts program management and computer-to-machine tool interfacing.

Boston Software Works, The

120 Fulton Street
Boston, MA 02109
Contact: Mr. Ross Gale
Title: President/CFO
Phone: 617-367-6846
Fax: 617-589-0598
Established: 1985
Mass. Employees: 6
Product Description:

Develops communications and office automation software including electronic mail gateways and desk pop-up accessories. Also produces software development tools.

Boston Systems Group, Inc.

145 South Street
Boston, MA 02111

Contact: Mr. Theodore Klein
Title: CEO/President
Phone: 617-423-1670
Fax: 617-423-7538
Established: 1983
Mass. Employees: 18
Product Description:

Provides management consulting and professional systems development focusing on distributed and decentralized information systems. Utilizes workstation, microcomputer and local area network technology to provide information system solutions.

Box Company, Inc.

63 Howard Street
Cambridge, MA 02139

Contact: Mr. Frederick Fortmiller
Title: Managing Director
Phone: 617-576-0892
Established: 1984
Mass. Employees: 13
Product Description:

Develops text information and retrieval systems for use with online, context sensitive, pop-up documentation and CD-ROM publications. Provides customization, training workshops and assistance in client text compilations.

Brass Rat Software, Inc.

733 Turnpike Street
PO Box 6700
N. Andover, MA 01845

Contact: Mr. Stanley Shursky
Title: CEO/President
Phone: 508-687-4490
Established: 1987
Mass. Employees: 2
Product Description:

Provides scientific, military & business software consulting services.

Bremer Associates, Inc.

8 Newbury Street
Boston, MA 02116

Contact: Mr. John Bremer
Title: President/CFO
Phone: 617-266-1800
Fax: 617-266-0159
Established: 1963
Mass. Employees: 59
Product Description:

Provides MIS consulting, contract programming and systems development.

Breuer & Co.

54 Middlesex Turnpike
Bedford, MA 01730

Contact: Mr. Tom Breuer
Title: President
Phone: 617-275-5810
Fax: 617-275-1580
Established: 1978
Mass. Employees: 7
Product Description:

Develops financial management software featuring accounting, job cost accounting and workforce planning. Also provides custom programming services.

Bridge Software

31 Champa Street
Newton Upper Fal, MA 02164

Contact: Mr. Mark Bridger
Title: President
Phone: 617-527-1585
Established: 1983
Mass. Employees: 2
Product Description:

Provides consulting services and software development, primarily scientific and mathematical products used by engineering companies, research laboratories and schools.

Bristol Information Systems, Inc.

84 North Main Street
Fall River, MA 02720

Contact: Mr. Fredric Gottlieb
Title: President
Phone: 508-679-1051
Fax: 508-673-5850
Established: 1971
Mass. Employees: 12
Product Description:

Develops integrated accounting software for personal computers; provides turnkey systems for the construction, property management, accounting, legal and manufacturing markets.

Bryley Systems, Inc.

1 Heritage Building P.O.Box 26

Suite 5

Berlin, MA 01503

Contact: Mr. Gavin Livingstone

Title: CEO

Phone: 508-562-6077

Fax: 508-562-5680

Established: 1986

Mass. Employees: 3

Product Description:

Designs programs and installs business-oriented systems and communication networks. Software products include cash flow forecaster, batch menus, form letter generator, quotation estimator and project management applications.

Burt Woolf Management, Inc.

P.O. Box 1031

Cambridge, MA 02238

Contact: Mr. Burt Woolf

Title: President

Phone: 617-232-2580

Established: 1982

Mass. Employees: 5

Product Description:

Develops fundraising software for non-profit organizations. Provides custom microcomputer software and turnkey systems for these organizations.

Business & Professional Software, Inc.

143 Binney Street

Cambridge, MA 02142

Contact: Mr. David Solomont

Title: President

Phone: 617-491-3377

Fax: 617-491-2788

Established: 1980

Mass. Employees: 20

Product Description:

Develops, markets and produces desktop presentation software used to prepare visual aids including slides, overhead transparencies, paper handouts and electronic presentations. Markets include government, industry and education.

Bull Peripherals Corp.

Technology Park

Billerica, MA 01821-4199

Contact: Mr. Pierre Asanchev

Title: President

Phone: 508-294-6440

Established: 1982

Mass. Employees: 45

Product Description:

Supplies high-speed, non-impact computer printers utilizing the technology of magnetography. Two products operate at 60 and 90 pages per minute.

Bull Worldwide Information Systems

Technology Park

Billerica, MA 01821

Contact: Mr. Roland Pampel

Title: President

Phone: 508-294-6000

Established: 1989

Mass. Employees: 4500

Product Description:

Develops, manufactures, markets and services computer products and systems. Key vertical markets include government, telecommunications, manufacturing, distribution, and retailing, finance, and insurance. Systems range from personal computers to mainframe. Market strengths include communications and networking, database management, transaction processing, applications software and support.

Business Forecast Systems, Inc.

68 Leonard Street

Belmont, MA 02178

Contact: Mr. Robert Goodrich

Title: CEO

Phone: 617-484-5050

Fax: 617-484-9219

Established: 1986

Mass. Employees: 3

Product Description:

Provides contract programming, seminars and forecasting. Offers statistical forecasting software package.

Business Information Systems

1655 Main Street

Springfield, MA 01103

Contact: Mr. Paul Martin

Title: CEO

Phone: 413-732-1662

Established: 1985

Mass. Employees: 5

Product Description:

Provides turnkey systems and custom software development. Installs MCBA software packages for general accounting, distribution and manufacturing systems.

Business Software Technology, Inc.

114 Turnpike Road
Westborough Exec.
Westborough, MA 01581
Contact: Mr. John Burton
Title: Vice President
Phone: 508-870-1900
Fax: 508-870-0346
Established: 1984
Mass. Employees: 80
Product Description:

Develops and markets mainframe system software to manage the process for developing and operating applications for software systems. Products include source library management, change and configuration control, and change administration.

Business Support Systems, Inc.

50 Mall Road, Suite 212
Burlington, MA 01803-4537
Contact: Mr. William Hoover
Title: CEO
Phone: 617-273-5400
Established: 1980
Mass. Employees: 8
Product Description:

Develops, markets and supports proprietary office automation software for Wang OIS and VIS systems, including a program to eliminate word-wrap when constructing and editing columnar documents and a data tracking system designed for non-DP oriented managers.

Business Systems Resources, Inc.

1000 Winter Street
Suite 1200
Waltham, MA 02154
Contact: Mr. Ivan Burns
Title: President
Phone: 617-890-2105
Fax: 617-890-4099
Established: 1976
Mass. Employees: 25
Product Description:

Develops alumni information and institutional development software.

Butler Flats Associates

187 Huttleson Avenue
Fairhaven, MA 02719
Contact: Mr. Gerald Hahn
Title: CEO
Phone: 508-997-7131
Established: 1980
Mass. Employees: 4
Product Description:
Develops custom software specializing in accounting applications. Also provides hardware consulting.

"CAD works", Inc.

222 Third Street
Cambridge, MA 02142-1159
Contact: Mr. Al Moulton
Title: CEO
Phone: 617-868-6003
Fax: 617-354-3057
Established: 1979
Mass. Employees: 17
Product Description:
Develops and supports CAD software for the architectural, facilities management and mechanical design industries.

C & B Computer Services, Inc.

Lakeside Office Park #7
Wakefield, MA 01880
Contact: Mr. Robert Canzanello
Title: President
Phone: 617-246-4330
Fax: 617-246-1443
Established: 1988
Mass. Employees: 4
Product Description:
Specializes in designing DBASE III+ database applications for small business. On-site dBASE, WordPerfect and general PC usage training available. Also markets Parkard Bell computers.

C F Data Systems, Inc.

220 Libbey Parkway
Weymouth, MA 02189
Contact: Mr. Dennis Coleman
Title: CEO
Phone: 617-337-9900
Fax: 617-337-9991
Established: 1979
Mass. Employees: 18
Product Description:
Designs turnkey computer systems for building contractors and subcontractors. Develops, installs and supports integrated systems, including job cost, payroll, accounts payable, accounts receivable and general ledger.

C S D, Inc.

P.O. Box 253

Sudbury, MA 01776

Contact: Ms. Gail Drake

Title: President

Phone: 508-443-2750

Established: 1976

Mass. Employees: 4

Product Description:

Provides hardware and software consulting.

C.S.C.Partners, Inc.

One Newton Executive Park

Newton Lower Fls, MA 02162-1435

Contact: Mr. Douglas Catalano

Title: CEO/Chairman

Phone: 617-332-3900

Fax: 617-332-2864

Established: 1976

Mass. Employees: 175

Product Description:

Develops business applications systems for mainframe and PC based computer systems. Offers data processing courses.

Cablenet Systems, Inc.

800 West Cummings Park

Suite 3800

Woburn, MA 01801

Contact: Mr. Scott Goodrich

Title: CEO

Phone: 617-938-0252

Established: 1985

Mass. Employees: 23

Product Description:

Offers engineering and project management services for the communications industry, including wire and data, fiber optic and copper communications media. Provides performance analysis conformance measurements and analysis.

CAD Associates

362 King Street

Littleton, MA 01460

Contact: Mr. Fred May

Title: CEO

Phone: 508-486-9600

Established: 1981

Mass. Employees: 4

Product Description:

Provides CAD and photoplotting services for the printed circuit board industry.

CAD Software, Inc.

119 Russell Street

Littleton, MA 01460

Contact: Mr. Gene Marsh

Title: CEO

Phone: 508-486-9521

Fax: 508-486-8217

Established: 1986

Mass. Employees: 20

Product Description:

Develops software for printed circuit board layout and design.

CAD/CAM Integration, Inc.

76 Winn Street

Woburn, MA 01801

Contact: Mr. Terence Cox

Title: Vice President of Marketing & Finance

Phone: 617-933-9500

Fax: 617-933-9238

Established: 1983

Product Description:

Provides manufacturing network and communication systems. Systems include distributed numerical control, local area networks, data collection and automatic machine tool monitoring and shop floor graphics.

Calcomp, Inc.

470 Totten Pond Road

Waltham, MA 02154

Phone: 617-890-0834

Fax: 617-890-6628

Established: 1959

Mass. Employees: 14

Product Description:

Manufactures graphics peripherals for CAD/CAM.

Calspan Corp.

P.O. Box 9X

Lexington, MA 02173

Contact: Mr. John Bartlett

Title: Marketing

Phone: 617-863-1703

Fax: 617-863-0039

Established: 1978

Mass. Employees: 29

Product Description:

Provides research and development, test and evaluation of military and other government systems, including integration, radar data analysis and systems support.

Camberley Systems, Inc.

850 Boylston Street, Suite 300-B
Chestnut Hill, MA 02167

Contact: Mr. Stanley Ruch
Title: CEO
Phone: 617-232-7131
Established: 1985
Mass. Employees: 3

Product Description:

Provides computer applications for the healthcare industry, specializing in radiology information, medical practice management and billing, patient and medical staff scheduling. Provides custom database applications & integration of voice-based workstations.

Cambex Corp.

360 Second Avenue
Waltham, MA 02154

Contact: Mr. Joseph Kruy
Title: President
Phone: 617-890-6000
Fax: 617-890-2899
Established: 1968
Mass. Employees: 200

Product Description:

Manufactures add-on memory systems, dot matrix printers, storage disks, card disks, and screaming tape back-up units.

Cambridge Automation

119 Braintree Street
Boston, MA 02134

Contact: Mr. Edward Walter
Title: CEO
Phone: 617-254-6666
Fax: 617-787-2819
Established: 1986

Mass. Employees: 5

Product Description:

Provides systems integration for IBM, DEC and Unisys systems.

Cambridge Computer Associates

0 Sherman Street
Cambridge, MA 02140

Contact: Mr. Victor Oppenheimer
Title: CEO
Phone: 617-868-1111
Fax: 617-661-1116
Established: 1965

Mass. Employees: 22

Product Description:

Provides custom software engineering, specializing in image processing, interactive video and electronic publishing systems.

Cambridge Planning & Analytics, Inc.

55 Wheeler Street
Cambridge, MA 02138

Contact: Mr. Richard Goettle
Title: CEO
Phone: 617-576-6465
Fax: 617-492-7100
Established: 1982

Mass. Employees: 2**Product Description:**

Researches, develops and publishes economic, business and financial data and software. Provides market analysis and forecasting for business planning.

Cambridge Systematics, Inc.

222 Third Street
Cambridge, MA 02142

Contact: Mr. Lance Neumann
Title: President
Phone: 617-354-0167
Fax: 617-354-1542
Established: 1972

Mass. Employees: 65

Product Description:

Provides management consulting, systems design, custom software development, documentation and training. Specializes in public works management, transportation planning, economics and telecommunications.

Camex, Inc.

75 Kneeland Street, 12th Floor
Boston, MA 02111

Contact: Mr. Thomas Hagan
Title: CEO/President
Phone: 617-426-3577
Fax: 617-426-9285

Established: 1976

Mass. Employees: 46

Product Description:

Provides electronic publishing systems and turnkey systems for newspapers, retailers and commercial printers.

Cami Research, Inc.

75 Westmoreland Avenue
Arlington, MA 02174

Contact: Mr. Christopher Strangio
Title: President
Phone: 617-648-6389
Fax: 617-646-2480
Established: 1976

Mass. Employees: 6

Product Description:

Provides microprocessor teaching equipment, instructional aids, textbooks, videotape instruction, in-house seminars.

Cape Cod Computer Center

64 Enterprise Road
Hyannis, MA 02601

Contact: Mr. Paul Fernandez

Title: President

Phone: 508-775-4647

Established: 1978

Mass. Employees: 2

Product Description:

Integrates hardware and software systems and provides custom business applications.

Capital Equipment Corp.

99 S. Bedford Street, Suite 107

Burlington, MA 01803

Contact: Mr. Kerry Newcom

Title: CEO

Phone: 617-273-1818

Fax: 617-273-9057

Established: 1983

Mass. Employees: 6

Product Description:

Develops hardware and software including Triple E 488 controllers and multi-function cards for PCs, ATs and PS/2 systems. Software applications include, CAD engineering, graphics and instrument control products.

Capitol Circuits Corp.

24 Denby Rd

Boston, MA 02134

Contact: Mr. Dominic Emello

Title: President

Phone: 617-787-2030

Established: 1967

Mass. Employees: 200

Product Description:

Manufactures double sided and multi-layer printed circuit boards; manufactures and distributes narrow format call, slip, multi-purpose microprocessor-based dot-matrix, printer assemblies and custom order cable and harnesses.

Cardinal Data Corp.

75 Second Avenue

Needham, MA 02194

Contact: Mr. Paul Carr

Title: CEO/President

Phone: 617-449-0066

Fax: 617-449-5978

Established: 1979

Mass. Employees: 68

Product Description:

Develops and markets purchase order and sales order management, inventory control and financial software for manufacturers.

Carleton Corp.

8 Nex England Executive Park

Burlington, MA 01803

Contact: Mr. Michael Dexter-Smith

Title: CEO/COO/CFO

Phone: 617-272-4310

Fax: 617-272-2910

Established: 1979

Mass. Employees: 15

Product Description:

Provides expert systems and information retrieval for both business and audit professionals. Products include data extraction, report generation and auditing software.

Carlisle Gateway Systems, Inc.

P.O. Box 249

145 Indian Hill Road

Carlisle, MA 01741

Contact: Mr. Joseph Doran

Title: President

Phone: 508-369-9667

Established: 1984

Mass. Employees: 4

Product Description:

Provides local area network design, implementation and training. Develops VINES-specific network application downsizing mainframe work applications for workstation implementation.

Carlisle Systems Corp.

54 Middlesex Turnpike

Bedford, MA 01730

Contact: Mr. Vincent Carlson

Title: CEO/President

Phone: 617-275-1306

Fax: 617-275-2430

Established: 1983

Mass. Employees: 8

Product Description:

Provides research and development for office automation systems.

Casey-Board

11 Sawtelle Street

N. Weymouth, MA 02191

Contact: Mr. Cullen Casey

Title: CEO

Phone: 617-337-1883

Established: 1985

Mass. Employees: 4

Product Description:

Provides research and design for the development of an ergonomic keyboard for word processors.

Casher Associates, Inc.

1371 Beacon Street
Brookline, MA 02146

Contact: Mr. Jonathan Casher

Title: President

Phone: 617-232-9111

Established: 1976

Mass. Employees: 12

Product Description:

Provides custom systems software products and consulting services in office automation and other business applications.

Celsus Software

690 Beacon Street
Boston, MA 02215

Contact: Mr. William Ryan

Title: CEO

Phone: 617-267-2673

Established: 1976

Mass. Employees: 3

Product Description:

Develops real estate software applications for residential, subsidized housing.

Challenger Computer, Inc.

20 North Road
Bedford, MA 01730

Contact: Mr. Joseph Wang

Title: President

Phone: 617-275-3517

Fax: 617-275-3648

Established: 1984

Mass. Employees: 12

Product Description:

Manufactures IBM personal computer compatibles.

Chan Computer Corp.

441 West Street
Amherst, MA 01002

Contact: Mr. Jamon Chan

Title: President

Phone: 413-253-7805

Fax: 413-253-7864

Established: 1984

Mass. Employees: 25

Product Description:

Provides software engineering, information systems and related services for municipal organizations, special services groups and federal agencies.

Charles River Analytics, Inc.

55 Wheeler Street
Cambridge, MA 02138

Contact: Mr. Alper Caglayan

Title: President

Phone: 617-491-3474

Fax: 617-492-5219

Established: 1983

Mass. Employees: 15

Product Description:

Provides research and development for the government in flight simulation technology, fault tolerant systems and machine vision systems.

Charles River Data Systems Inc.

983 Concord St
Framingham, MA 01701

Contact: Mr. Richard Shapiro

Title: President

Phone: 508-626-1000

Fax: 508-626-1046

Established: 1973

Mass. Employees: 90

Product Description:

Produces the Super Micro Computer.

Charles River Development

483 Beacon Street
Boston, MA 02115

Contact: Mr. Peter Lambert

Title: Owner

Phone: 617-424-1820

Established: 1984

Mass. Employees: 10

Product Description:

Develops CASE tools for systems analysis and design. Provides consulting for database management systems, system design and development.

Chempro Data Sciences Corp.

507 Southamton Road
Westfield, MA 01085

Contact: Mr. Norman St. Martin

Title: President

Phone: 413-562-2353

Fax: 413-562-2355

Established: 1978

Mass. Employees: 30

Product Description:

Develops intelligent mapping systems, computerized facilities and engineering data systems for municipalities, utilities, and educational and other government agencies.

Chestnut Software

636 Beacon Street
Boston, MA 02215

Contact: Mr. William Brodie

Title: President

Phone: 617-262-0914

Fax: 617-536-6469

Established: 1982

Mass. Employees: 11

Product Description:

Provides R & D consulting services for artificial intelligence systems. Major product is a database library for LISP.

Chipcom Corp.

118 Turnpike Road
Southborough, MA 01772

Contact: Mr. Rob Held

Title: President

Phone: 508-460-8900

Established: 1983

Mass. Employees: 90

Product Description:

Manufactures broad range of IEEE standards-compatible local area networking products.

Chu Associates, Inc.

P.O. Box 2387
Whitcomb Ave
Littleton, MA 01460

Contact: Mr. Ivan Faigen

Title: President

Phone: 508-456-3282

Fax: 508-356-8455

Established: 1956

Mass. Employees: 125

Product Description:

Manufactures antenna systems.

Cibar, Inc.

One Bank Street
Williamstown, MA 01267

Contact: Ms. Jeffrey Kelley

Title: CEO

Phone: 413-458-2511

Fax: 413-458-8024

Established: 1969

Mass. Employees: 7

Product Description:

Designs and develops software primarily for the financial services industry. Markets software specifically for the automation of trade services processing in the international banking industry.

Cimtelligence Corp.

One Forbes Road
Lexington, MA 02173

Contact: Mr. Charles Granville

Title: President

Phone: 617-861-1996

Fax: 617-863-8287

Established: 1985

Mass. Employees: 30

Product Description:

Develops software products for CIM markets incorporating artificial intelligence technologies.

Circle Noetic Services, Inc.

106 Randlett Park
West Newton, MA 02165

Contact: Mr. David Guterman

Title: Co-Founder

Phone: 617-277-6744

Fax: 617-253-8000

Established: 1985

Product Description:

Designs and develops linguistic hyphenation software, spelling checkers, dictionaries, lexicons and assembly-written linguistic algorithms.

Clearpoint Research Corporation

35 Parkwood Drive
Hopkinton, MA 01748

Contact: Mr. Vincent Bono

Title: President

Phone: 508-435-2000

Fax: 508-435-7300

Established: 1982

Mass. Employees: 148

Product Description:

Manufactures DEC-compatible, add-on memory boards.

Clinton Digital, Inc.

770 R. Water Street
Framingham, MA 01701

Contact: Mr. Jack Clinton

Title: President

Phone: 508-877-9564

Fax: 508-877-4689

Established: 1981

Mass. Employees: 3

Product Description:

Provides systems integration of micro and minicomputer systems and designs general business applications software.

CLSI, Inc.

320 Nevada Street
Newton, MA 02160

Contact: Mr. Bob Walton
Title: President
Phone: 617-965-6310
Fax: 617-965-1928
Established: 1971
Mass. Employees: 150
Product Description:

Develops and markets library automation systems, including hardware and software to automate acquisitions, circulation, cataloging and serials management and other library operations.

CNR, Inc.

220 Reservoir Street
Needham, MA 02194

Contact: Mr. David Chase
Title: President
Phone: 617-449-4902
Fax: 617-449-5046
Established: 1972
Mass. Employees: 70
Product Description:

Manufactures communications systems for the military and other government agencies.

Coda Systems, Inc.

21 Highland Circle
Needham, MA 02194

Contact: Mr. Thomas Vaughan
Title: Marketing director
Phone: 617-449-2044
Established: 1986
Mass. Employees: 4
Product Description:

Develops software products primarily for laboratory automation and database management.

Coda, Inc.

9 Durham Street, Suite One
Boston, MA 02115

Contact: Mr. Franze Epps
Title: President
Phone: 617-536-3676
Fax: 617-266-8760
Established: 1988
Mass. Employees: 2
Product Description:

Provides custom software development specializing in retail applications.

Codex Corp.

20 Cabot Blvd.
Mansfield, MA 02048

Contact: Mr. John Lockitt
Title: President
Phone: 508-261-4000
Fax: 508-261-1203
Established: 1962
Mass. Employees: 2500
Product Description:

Supplies networking products and integrated networking solutions. Provides support services that meet entry-level to complex data/voice communication needs. Products include network management systems, T1 switches, gateways, multiplexers and modems.

Cognition, Inc.

260 Franklin Street
Suite 530
Boston, MA 02110-3112

Contact: Mr. Phillip Villers
Title: CEO/President
Phone: 508-667-4800
Established: 1985
Mass. Employees: 100
Product Description:

Designs and manufactures interactive turnkey medical CAE systems for product design optimization. Also develops expert systems for first order manufacturing cost estimation.

Cognos, Corp.

67 South Bedford Street
Suite 100E
Burlington, MA 01803-5164

Contact: Mr. Peter Micciche
Title: President
Phone: 617-229-6600
Fax: 617-229-9828
Established: 1969
Mass. Employees: 100
Product Description:

Offers applications development software for minicomputers. Provides consultation, documentation, training and educational courses.

Colbent Management Corp., The

10 Thatcher Street, Suite 101
Boston, MA 02113

Contact: Mr. William Slade
Title: CEO/CFO
Phone: 617-227-5855
Fax: 617-887-6347
Established: 1985

Mass. Employees: 12

Product Description:

Provides consulting and systems development for functional and business analysis, project planning and management, efficiency studies, user surveys, technology analysis, system definition, design and implementation.

Collaborative Medical Systems (COMED)

246 Walnut Street
Newton, MA 02160

Contact: Mr. Charles Cooper
Title: CEO
Phone: 617-964-7880
Fax: 617-965-5266
Established: 1978

Mass. Employees: 55

Product Description:

Designs, markets and supports comprehensive computerized laboratory systems developed in conjunction with pathologists and clinicians.

Colorgen, Inc.

43 Manning Road
Billerica, MA 01821

Contact: Mr. John O'Brien
Title: CEO
Phone: 508-663-0029
Fax: 508-663-2580
Established: 1983

Mass. Employees: 25

Product Description:

Produces optical systems and software for the computerized matching of colors.

Bomark Corp.

93 West Street
Medfield, MA 02052

Contact: Mr. Charles Breen
Title: President
Phone: 508-359-8161
Fax: 508-359-2267
Established: 1977

Mass. Employees: 25

Product Description:

Manufacture factory workstations for industrial applications.

Comdel, Inc.

Beverly Airport
Beverly, MA 01915

Contact: Mr. Theodore Johnson Jr.
Title: President
Phone: 508-927-3144
Fax: 508-922-8205
Established: 1965

Mass. Employees: 18

Product Description:

Manufacture high frequency power sources used in the manufacture of semi-conductors.

CommercialWare, Inc.

470 Washington Street
Norwood, MA 02062-2312

Contact: Mr. Charles Lilienthal
Title: Director of Marketing
Phone: 617-551-0650
Fax: 617-769-5469
Established: 1975

Mass. Employees: 40

Product Description:

Develops and supports commercial applications for the IBM mid-range processor line, specializing in catalog mail order, apparel distribution and retail applications.

Communications Analysis

100 Fountain Street
Framingham, MA 01701

Contact: Mr. Douglas Reid
Title: President
Phone: 508-875-7300
Fax: 508-872-9534
Established: 1976

Mass. Employees: 8

Product Description:

Manufactures telephone management software.

Communications Equipment Corp.

650 Suffolk Street
Lowell, MA 01854

Contact: Mr. Timothy Jones
Title: President
Phone: 508-937-5445
Established: 1986

Mass. Employees: 20

Product Description:

Develops a wide area networking switching systems for data and voice communications.

Compass, Inc.

550 Edgewater Drive
Wakefield, MA 01880

Contact: Mr. David Lovema

Title: President

Phone: 617-245-9540

Fax: 617-246-1078

Established: 1961

Mass. Employees: 60

Product Description:

Develops language compilers for traditional and non-traditional computer architecture. Language processing technology provides support for the automatic conversion of large systems from host machine to others.

Complex Engineering Corp.

P. O. Box 99

Gardner, MA 01440

Contact: Mr. Thomas Close

Title: President

Phone: 508-632-0456

Established: 1984

Mass. Employees: 6

Product Description:

Manufactures fixtures and aligning tools for disk and tape drives and supplies drive components.

Compulux, Inc.

9 Pond View Square

Tyngsboro, MA 01879

Contact: Mr. Christos Panagiotopolulos

Title: President

Phone: 508-649-4265

Fax: 508-649-9125

Established: 1984

Mass. Employees: 6

Product Description:

Produces multi-lingual word processing systems for approximately 192 languages.

Compuserve Data Technologies

1000 Massachusetts Avenue

Cambridge, MA 02138

Contact: Mr. Charles Terry

Title: General Manager

Phone: 617-661-9440

Fax: 617-499-0963

Established: 1971

Mass. Employees: 870

Product Description:

Develops, markets and supports fourth generation application development systems and database management systems for DEC hardware.

Computer Algebra Associates

23 Berkshire Drive

Winchester, MA 01890

Contact: Dr. Richard Pavelle

Title: President

Phone: 617-729-3746

Fax: 617-721-2300

Established: 1986

Mass. Employees: 4

Product Description:

Provides problem-solving and code development for MACSYMA and other computer algebra systems.

Computer Assistance, Inc.**Division Of Coopers Lybrand**

55 William Street

Wellesley, MA 02181-4003

Contact: Mr. Thomas Caranaugh

Title: Branch Manager

Phone: 617-237-2622

Fax: 617-239-1714

Established: 1967

Mass. Employees: 85

Product Description:

Provides management consulting, hardware and software selection, systems tuning and performance upgrades, advanced technologies education and business application software.

Computer Associates International, Inc.

One Tech Drive

Andover, MA 01810

Contact: Mr. Charles Wang

Title: President

Phone: 508-685-1400

Fax: 508-686-3295

Established: 1976

Mass. Employees: 120

Product Description:

Develops, markets and supports software for financial, accounting, distribution and graphics applications.

Computer Business Service

Center Road

P.O.Box 775

Shirley, MA 01464

Contact: Mr. John Soltesz

Title: CEO

Phone: 508-425-4863

Established: 1968

Mass. Employees: 6

Product Description:

Markets software and provides consulting, specializing in small business applications.

Computer Corporation of America

4 Cambridge Center
Cambridge, MA 02142

Contact: Mr. Richard Stewart

Title: CEO

Phone: 617-492-8860

Fax: 617-497-1072

Established: 1965

Mass. Employees: 154

Product Description:

International supplier of information mgt products for IBM 370 & compatible systems requiring the performance & productivity capabilities for developing applications that involve complex analyses of very large databases.

Computer Design & Applications

8 Centennial Dr
Peabody, MA 01960

Contact: Mr. David Birkner

Title: President

Phone: 508-977-3030

Fax: 508-977-9220

Established: 1977

Mass. Employees: 90

Product Description:

Produces medical and other imaging systems and array processors.

Computer Devices, Inc.

34 Linnell Circle
Nutting Lake, MA 01865

Contact: Mr. Robert Moore

Title: President

Phone: 508-663-4980

Fax: 508-667-8561

Established: 1969

Mass. Employees: 25

Product Description:

Manufacture portable communications terminals.

Computer Enterprise, Inc.

109 Oak Street
Newton, MA 02164

Contact: Mr. Joe Fabiano

Phone: 617-969-5102

Established: 1979

Mass. Employees: 50

Product Description:

Small and mid-size database systems. Specializes in fourth generation languages including PROGRESS AND PROLOG. Serves as regional developer for the Boston business market. (Subsidiary of Technical Aid Corp., Newton)

Computer Field Service, Inc.

197 Main Street
N. Reading, MA 01864

Contact: Mr. Daniel Cronin

Title: CEO/President

Phone: 508-664-2828

Fax: 508-664-1009

Established: 1982

Mass. Employees: 6

Product Description:

Develops multiple use data systems for manufacturing associations and small businesses.

Computer Graphics, Inc.

22 College Farm Road
Waltham, MA 02154

Contact: Hai Yan Huang

Title: CEO

Phone: 617-891-9829

Established: 1982

Mass. Employees: 10

Product Description:

Computer-aided design and manufacturing software systems for precision photo lithography used in microelectronics hybrids and publishing. Other services include hardware implementation software interfacing and modifications for specific technologies.

Computer Identics Corp.

5 Shawmut Road
Canton, MA 02021

Contact: Mr. Frank Wezniak

Title: CEO/President/COO

Phone: 617-821-0830

Fax: 617-828-8942

Established: 1968

Mass. Employees: 125

Product Description:

Manufactures bar code terminals and data collection software for manufacturing and distribution applications.

Computer Information Systems, Inc.

165 Bay State Drive
Braintree, MA 02184

Contact: Mr. Howard Reisman

Title: CEO

Phone: 617-848-7515

Fax: 617-848-8730

Established: 1975

Mass. Employees: 75

Product Description:

Develops and supplies customer services for the VAX systems software industry.

Computer Insights

P.O. Box 1317

Concord, MA 01742

Contact: Mr. Charles LaGasse

Title: CEO

Phone: 508-369-9306

Established: 1987

Mass. Employees: 2

Product Description:

Provides computer consulting services, database programming and other business applications.

Computer Magic

6A Tupper Road

Sandwich, MA 02563

Contact: Mr. Bob Wolk

Title: President

Phone: 508-888-7313

Established: 1982

Mass. Employees: 17

Product Description:

Develops applications for database systems, optical character reading and systems transfer.

Computer Merchant Ltd., The

80 Washington Street, Building E

Norwell, MA 02061

Contact: Mr. John Danieli

Title: CEO/President

Phone: 617-878-1070

Fax: 617-878-4712

Established: 1980

Mass. Employees: 100

Product Description:

Designs and develops customized software for high tech and other major corporations.

Computer Software Consultants, Inc.

200 Boylston Street, Suite 407

Chestnut Hill, MA 02167

Contact: Mr. David Stulin

Title: CEO

Phone: 617-964-4011

Established: 1978

Mass. Employees: 6

Product Description:

Develops inventory and accounting applications for the building materials industry.

Computer Sports Systems, Inc.

1100 Massachusetts Ave.

Cambridge, MA 02138

Contact: Mr. Gene Greystone

Title: President

Phone: 617-492-6500

Fax: 617-492-7033

Established: 1978

Mass. Employees: 6

Product Description:

Manufactures and markets hardware and software for bowling centers.

Computer System Architects, Inc.

1280 Massachusetts Avenue

Cambridge, MA 02138

Contact: Mr. Diem Le

Title: Director of International Operations

Phone: 617-876-2666

Fax: 617-864-6558

Established: 1966

Mass. Employees: 68

Product Description:

Develops, markets and supports performance measurement products for users of IBM mainframe operating systems including MVS/370, MVS/XA and MVS/ESA.

Computer Systems Engineering Corp.

40 Linnell Circle

Billerica, MA 01821

Contact: Mr. Sam Ochlis

Title: President

Phone: 617-272-6020

Fax: 508-663-0150

Established: 1980

Mass. Employees: 100

Product Description:

Manufacture array processors and scientific imaging workstations.

Computer Task Group, Inc.

400 Fifth Avenue

Waltham, MA 02154

Contact: Mr. Gerard MacMahon

Title: Marketing Rep.

Phone: 617-290-0661

Fax: 617-290-0675

Established: 1966

Mass. Employees: 50

Product Description:

Plans, designs, implements and maintains information & documentation systems, including strategic business systems, real-time automation systems, software package implementation, systems migration, telecommunication network, systems integration and documentation.

Computer Train

101 Blanchard Road
Cambridge, MA 02138

Contact: Ms. Elinore Hildebrandt

Title: CEO

Phone: 617-876-4066

Established: 1983

Mass. Employees: 15

Product Description:

Provides microcomputer training and software consulting in database, word processing, and other business systems.

Computer-Link Corp.

3 Lopez Road
Wilmington, MA 01887

Contact: Mr. E.P. Brandeis

Title: President

Phone: 508-657-8820

Fax: 508-658-9973

Established: 1969

Mass. Employees: 125

Product Description:

Manufactures magnetic media cleaning and test products including computer tape cleaners, tape testers and disc pack testers.

Computerline, Inc.

P.O.Box 1100
Auburn, MA 01501

Contact: Mr. Wally Pears

Title: President

Phone: 508-832-9779

Fax: 508-832-0955

Established: 1983

Mass. Employees: 6

Product Description:

Develops, supports and markets project management software products, including construction, manufacturing, aerospace, software engineering, pharmaceutical and other applications. Provides training and custom modification.

Computriton, Inc.

900 Middlesex Turnpike
Billerica, MA 01865

Contact: Mr. Thomas Wester

Title: Executive Vice President

Phone: 508-663-2524

Fax: 508-663-2516

Established: 1981

Mass. Employees: 9

Product Description:

Develops systems and software for high volume food management using MRP-equivalent functions. Also designs software for nutritional analysis.

Comstow Information Services

249 Ayer Road

P.O. Box 277

Harvard, MA 01451

Contact: Ms. Lynda W. Moulton

Title: CEO/President

Phone: 508-772-2001

Established: 1980

Mass. Employees: 10

Product Description:

Develops integrated modular library systems for VAX equipment. Supports information center functions including cataloging acquisitions, circulation, periodicals control, thesaurus & report generation.

Concentric Data Systems, Inc.

110 Turnpike Road
Westboro, MA 01581

Contact: Mr. John Henderson

Title: President

Phone: 508-366-1122

Fax: 508-366-2954

Established: 1979

Mass. Employees: 22

Product Description:

Develops and markets business productivity software for microcomputers.

Concord Data Systems Inc.

40 High Street
North Andover, MA 01845-2698

Contact: Mr. William Vale

Title: President

Phone: 508-460-0808

Fax: 508-480-0511

Established: 1981

Mass. Employees: 140

Product Description:

Manufactures computer modems.

Concurrent

One Technology Way
Westford, MA 01886

Contact: Mr. James Simms

Title: President

Phone: 508-692-6200

Fax: 508-392-2498

Established: 1981

Mass. Employees: 290

Product Description:

Designs, manufactures and markets micro-supercomputers used primarily in real-time data acquisition and technical computing applications.

Concurrent Computer Corp.

One Technology Way
Westford, MA 01886

Contact: Mr. Jim Sims
Title: President
Phone: 508-692-6200
Fax: 508-392-2498
Established: 1938
Mass. Employees: 280
Product Description:

Designs and manufactures real-time computers.

Connections Telecommunications, Inc.

375 Westgate Drive
Brockton, MA 02401

Contact: Mr. G. P. Ryan
Title: President/R & D
Phone: 508-584-8885
Fax: 508-583-6219
Established: 1980
Mass. Employees: 10
Product Description:

Develops software for designing data and voice telecommunication networks. Programs are micro-based and online. Provides consulting and education for data and telecommunications industries. Also offers tariff information and relate services.

Connolly Data Systems, Inc.

246 Market Street
Lowell, MA 01852

Contact: Mr. Patrick Connolly
Title: CEO
Phone: 508-458-7630
Fax: 508-453-6591
Established: 1976
Mass. Employees: 45
Product Description:

Provides systems integration for PC networking.

Consultants for Management Decisions, Inc.

One Main Street
Cambridge, MA 02142-5017

Contact: Dr. Kenan Sahin
Title: President
Phone: 617-225-2200
Fax: 617-225-2220
Established: 1982
Mass. Employees: 30
Product Description:

Develops customized software systems, providing interviews and service to capture clients' management technology and needs.

Contel/IPC

210 South Street
Boston, MA 02111

Contact: Mr. John Watkins
Title: General Manager
Phone: 617-542-0202
Fax: 617-695-9534
Established: 1963
Mass. Employees: 15
Product Description:

Manufactures telecommunications systems for the financial industry.

Continental Resources, Inc.

175 Middlesex Turnpike
Bedford, MA 01730

Contact: Mr. James McCann
Title: President
Phone: 617-275-0850
Fax: 617-275-6563
Established: 1962
Mass. Employees: 100
Product Description:

Develops business applications software including graphics products and menu utilities. Markets software, micro computers, peripherals and electronic test equipment. Offers leasing, service and supplies.

Contract Systems, Inc.

55 Salem Street
Lynnfield, MA 01940

Contact: Mr. Richard Mitchell
Title: President
Phone: 617-246-1957
Fax: 617-246-2948
Established: 1982
Mass. Employees: 24
Product Description:

Provides data processing consulting services to the general business industry including hardware and general business applications.

Control Data Corp.

60 Hickory Drive
Waltham, MA 02154

Contact: Mr. Price
Title: President (in Minneapolis)
Phone: 617-890-4600
Fax: 617-466-6307
Established: 1951
Mass. Employees: 150
Product Description:

Sales office for computer manufacturer.

Cord Electronics, Inc.

42 Rogers Road
Haverhill, MA 01830

Contact: Ms. Diane DeLucia
Title: President
Phone: 508-374-0100
Fax: 508-374-0970
Established: 1983

Mass. Employees: 11

Product Description:

Distributes electronic hardware and fasteners.

Corporate Consulting Co.

556 Trapelo Road
Belmont, MA 02178

Contact: Mr. James Hodder
Title: CEO
Phone: 617-484-1709
Established: 1973

Mass. Employees: 4

Product Description:

Manufactures, markets and supports small business accounting systems.

Corporate Software, Inc.

275 Dan Road
Canton, MA 02021

Contact: Mr. Morton Rosenthal
Title: CEO/Chairman
Phone: 617-821-4500
Fax: 617-821-5688
Established: 1983

Mass. Employees: 250

Product Description:

VAR of PC software, bundling products with services designed to meet the needs of information centers and purchasing departments. Provides selection, procurement, support and upgrade programs.

Cortex Corp.

400 Fifth Avenue
Waltham, MA 02154

Contact: Mr. David Holroyd
Title: CEO
Phone: 617-894-7000
Fax: 617-894-4729
Established: 1977

Mass. Employees: 60

Product Description:

Produces application development systems for DEC VAX/VMS computers. System generate compiled and linked multi-user data processing applications directly from design diagrams and specifications. Provides computer-aided software, engineering, etc.

Coulter Systems Corp

35 Wiggins Ave
Bedford, MA 01730

Contact: Mr. Joseph Coulter
Title: President
Phone: 617-275-2300
Fax: 617-275-0610
Established: 1984

Mass. Employees: 50

Product Description:

Provides research and development for imaging systems

Coverdale Associates, Inc.

400-2 Totten Pond Road
Waltham, MA 02154

Contact: Ms. Shirley Coverdale
Title: President
Phone: 617-890-5780
Fax: 617-890-5812
Established: 1974

Mass. Employees: 2

Product Description:

Provides software consulting services, focusing on church management system. Applications include accounting, financial planning, and word processing. Systems are designed to allow upgrades from micro-computers to mini and mainframe environments.

Creative Logic, Inc.

564 Columbian Street
Weymouth, MA 02190

Contact: Mr. Leeland Jenkins
Title: President
Phone: 617-337-0234
Established: 1981

Mass. Employees: 8

Product Description:

Provides business software consulting and develops automotive repair and service station management software. Training and customer support provided.

Creative Systems Interface, Inc.

26 Hancock Street
Lexington, MA 02173

Contact: Mr. Walter Wojcik
Title: President
Phone: 508-872-0965
Established: 1987

Mass. Employees: 8

Product Description:

Provides communications software products, systems integration in custom software. Products include applications, connectivity programs for mainframes, PCs and other departmental systems, and processing for conversion of remote user programs, etc.

Crosfield Lightspeed, Inc.

47 Farnsworth Street
Boston, MA 02210

Contact: Mr. John Karcanes
Title: President
Phone: 617-338-2173
Fax: 617-338-1948
Established: 1984

Mass. Employees: 50

Product Description:

For the graphics design market; products compatible with the Macintosh II and used to create, revise, and specify designs and to produce comprehensive for full-color printed materials.

Cross & Chartoff Associates

150 Grossman Drive
Braintree, MA 02184

Contact: Ms. Amanda Cross
Title: Partner
Phone: 617-843-2010
Fax: 617-843-8365
Established: 1983

Mass. Employees: 5

Product Description:

Provides computer consulting and software development for the publishing industry.

Crown Systems, Inc.

99 S. Bedford Street
Burlington, MA 01803

Contact: Mr. Michael Ahdab
Title: CEO
Phone: 617-272-9100
Established: 1980

Mass. Employees: 4

Product Description:

Develops proprietary software packages including wholesale, distribution, retail, order entry, inventory control and bill of materials. Other applications include billing and management, fuel and oil dealer accounting, insurance agency management and general accounting.

Crowninshield Software, Inc.

1105 Commonwealth Avenue
Boston, MA 02215

Contact: Ms. Mary Davis
Title: President/Founder
Phone: 617-787-8830
Fax: 617-787-3035
Established: 1987

Mass. Employees: 5

Product Description:

Develops database systems designed for CD-ROM applications. Markets include CD-ROM publishing, medical and legal applications.

CSP, Inc.

40 Linnel Circle
Billerica, MA 01821

Contact: Mr. Edmund Cohler
Title: Chairman
Phone: 617-272-6020
Fax: 508-663-0150
Established: 1968

Mass. Employees: 100

Product Description:

Produces applications and development software, including a Fortran compiler, scientific sub-routine library, simulations and debuggers.

Custom Applications, Inc.

900 Technology Park Drive
Building 8
Billerica, MA 01821

Contact: Ms. Lisa Merrill
Title: Sales Manager
Phone: 508-667-8585
Fax: 508-667-8821
Established: 1980

Mass. Employees: 30

Product Description:

Develops software specializing in type and graphics. Supplier of a PostScript language interpreter to typesetting OEMs, high resolution film recorders, laser and ink jet printers. The interpreter is written in C Language and is modular.

Custom Silicon, Inc.

600 Suffolk Street
Lowell, MA 01854

Contact: Mr. Albert Belle Isle
Title: President
Phone: 508-454-4600
Fax: 508-458-4931
Established: 1982

Mass. Employees: 12

Product Description:

Develops and markets CAE software for designing application-specific integrated circuits (ASICs). Also provides ASIC engineering and consulting services and serves as an authorized design center for Motorola, NCR and Plessey. VAR for Viewlogic CAE software.

Cygic, Inc.

46 Littleneck Road
Ipswich, MA 01938

Contact: Mr. Victor Bennett
Title: President
Phone: 508-356-5075
Established: 1985

Product Description:

Develops and designs high performance computing systems for general applications.

Cytek, Inc.

24 Crossbow Lane
North Andover, MA 01810
Contact: Mr. Alan Singer
Title: President
Phone: 508-687-8086
Established: 1985
Mass. Employees: 3
Product Description:
Develops software tools for industrial markets.

D C Electronics Inc.

3 Bert Drive
W Bridgewater, MA 02379
Contact: Mr. Larry Hargreaves
Title: President
Phone: 508-580-1881
Fax: 508-586-4516
Established: 1980
Mass. Employees: 106
Product Description:
Provides contract manufacturing including PC boards, cables, and harnesses electrical mechanical assemblies. Also provides SMT assemblies, PC board, cable and harness, electrical/mechanical assembly.

D C Systems, Inc.

235 Andover Street
Wilmington, MA 01887
Contact: Mr. Daniel Wheatley
Title: CEO
Phone: 508-658-5690
Fax: 508-657-7528
Established: 1972
Mass. Employees: 6
Product Description:
Produces heating, air conditioning and temperature control systems.

D R White Computer Service, Inc.

P.O. Box 620
Canton, MA 02021
Contact: Mr. Don Rodriguez
Title: President
Phone: 617-821-2290
Established: 1982
Mass. Employees: 11
Product Description:
Develops accounting software.

Data Acquisition Systems, Inc.

11 Farnsworth Street
Boston, MA 02210
Contact: Mr. Mark Totman
Title: CFO
Phone: 617-439-0160
Fax: 617-439-9610
Established: 1980
Mass. Employees: 35
Product Description:
Develops & manufactures super minicomputer-based distributed control systems for laboratory and industrial automation. Software environment allows control engineers to design and implement control strategies via CAD/CAE related graphical interface.

Data Alliance Corp.

29 Hillside Avenue
Westford, MA 01886
Contact: Mr. Richard Desrochers
Title: CEO
Phone: 508-251-4111
Established: 1979
Mass. Employees: 15
Product Description:
Designs and develops customized software for credit authorization and collection management systems.

Data Brain, Inc.

108R Huttleston Ave.
Fairhaven, MA 02719
Contact: Mr. Al La Croix
Title: CEO
Phone: 508-994-3944
Established: 1979
Mass. Employees: 5
Product Description:
Develops turnkey systems with protocol software for the government and other clients.

Data Center Software, Inc.

70 Herrick Street
Danvers, MA 01915
Contact: Mr. Alan Finkelstein
Title: CEO
Phone: 508-922-5500
Fax: 508-922-9037
Established: 1985
Mass. Employees: 10
Product Description:
Develops and markets system utilities for DEC VAX computer systems. Offers automated disk tape library and Queue management utility products.

Data Conversion, Inc.

238 Main Street
Cambridge, MA 02142
Contact: Mr. Narendra Kumar Patni
Title: President
Phone: 617-354-7424
Fax: 617-876-4711
Established: 1974
Mass. Employees: 42
Product Description:
Provides and consults on custom programming services for Data General, DEC and IBM. Specializes in accounting systems, CAD/CAM and networking for OEMs.

Data Distributors, Inc.

46 Park Street
Framingham, MA 01701
Contact: Mr. Roger Challen
Title: President
Phone: 508-875-7511
Fax: 508-875-8518
Established: 1973
Mass. Employees: 22
Product Description:
Provides computer consulting, software development & system integration services. Offers value-added time sharing of IBM mainframes & facilities management of owned or shared data processing installations.

Data General Corp., Software Products & Service Division

255 Washington Street
Newton, MA 02158
Contact: Mr. Ronald L. Skates
Title: CEO
Phone: 617-964-4455
Fax: 617-964-8784
Established: 1977
Mass. Employees: 23
Product Description:
Provides end-user applications, including commercial, real time and communication software.

Data Group Corp., The

77 S. Bedford Street
Burlington, MA 01803
Contact: Mr. Alan Atkinson
Title: CEO/President
Phone: 617-272-4100
Fax: 617-229-6189
Established: 1976
Mass. Employees: 135
Product Description:
Develops information management and requirement planning systems which support and control service operations.

Data Intelligence Systems Corp.

13 Alexander Park
Billerica, MA 01821
Contact: Mr. Milan Dabcovich
Title: CEO
Phone: 508-667-1600
Fax: 508-670-5696
Established: 1972
Mass. Employees: 18
Product Description:
Produces PC and DEC-compatible software for vending companies.

Data Options, Inc.

180 Linden Street
Wellesley, MA 02181
Contact: Ms. Diane Dunning
Title: CEO
Phone: 617-235-2315
Established: 1973
Mass. Employees: 4
Product Description:
Designs, writes and markets human resource software which can be converted into a total management information system. Also provides turnkey systems.

Data Professionals

500 Textile Avenue
Dracut, MA 01826
Contact: Ms. Jean Royer
Title: CEO
Phone: 508-957-1355
Established: 1970
Mass. Employees: 5
Product Description:
Provides computer systems, specializing in database and word processing applications.

Data Resources

24 Hartwell Avenue
Lexington, MA 02173
Contact: Mr. George Brown
Title: Executive Vice President
Phone: 617-863-5100
Fax: 617-860-6332
Established: 1968
Mass. Employees: 400
Product Description:
Provides information products including print publications and databases focusing on historical, current and future conditions in worldwide economics, financial markets and other industry sectors. Also provides documentation and support.

Data Tech Computer & Consulting Services, Inc.

900 Rte 134, Suite 3-26

East Dennis, MA 02641

Contact: Mr. Victor Smith

Title: CEO

Phone: 508-385-6364

Established: 1978

Product Description:

Provides hardware, software, consulting & training.VAR for Data General.

Data Translation Inc.

100 Locke Drive

Malboro, MA 01752

Contact: Mr. Fred Molinari

Title: President

Phone: 508-481-3700

Fax: 508-481-8620

Established: 1987

Mass. Employees: 10

Product Description:

Develops color image processing software for MAC II users. Program allows retouching, color correction, transparent painting, air brushing, brightness/contrast adjustments & protective masks. Software also provides 4-color separations for Lonotronic systems.

Data Translation, Inc.

100 Locke Drive

Marlboro, MA 01752

Contact: Mr. Fred Molinari

Title: President

Phone: 508-481-3700

Fax: 508-481-8620

Established: 1973

Mass. Employees: 20

Product Description:

Designs, Manufactures and markets data acquisition, image processing and array processing products.

Datacard

Brent Drive

Hudson, MA 01749

Contact: Mr. Jim Hogan

Title: Vice President of Operations

Phone: 508-568-1411

Fax: 508-562-4171

Established: 1979

Mass. Employees: 80

Product Description:

Manufactures point-of-sale credit terminals and systems for the petroleum industry and financial markets.

Datacube, Inc.

4 Dearborn Road

Peabody, MA 01960

Contact: Mr. Stanley Karandanis

Title: President

Phone: 508-535-6644

Fax: 508-535-5643

Established: 1979

Mass. Employees: 110

Product Description:

Manufacture image processing equipment and DSP subsystems for military, factory automation, imaging and communications

Datapaq, Inc.

187 Ballardvale Street

Wilmington, MA 01887

Contact: Mr. Michael White

Title: President

Phone: 508-988-9000

Fax: 508-988-0666

Established: 1984

Mass. Employees: 16

Product Description:

Develops data acquisition equipment and software to analyze information for the reflow and ceramics industries.

Dataproducs,NASD

15 Beulah Street

Framingham, MA 01701

Contact: Mr. Roland Vander Baan

Title: Director of OEM Sales

Phone: 508-820-0310

Fax: 508-879-9656

Established: 1962

Mass. Employees: 4

Product Description:

Manufactures computer printer supplies.

Datatree, Inc.

300 Fifth Avenue

Waltham, MA 02154

Contact: Mr. Peter Beaman

Title: CEO

Phone: 617-890-1620

Fax: 617-890-2082

Established: 1981

Mass. Employees: 12

Product Description:

Develops and distributes MUMPS programming language implementations for micro and minicomputer systems. Products include programming and applications development tools. Also provides high level software maintenance and support.

Datavision Corp.

72 Hosmer Pl.
 P.O. Box 664
 Marlborough, MA 01752
 Contact: Mr. Robert Briscoe
 Title: President
 Phone: 508-480-0404
 Established: 1982
 Mass. Employees: 15
 Product Description:
 Provides signature verification equipment for banks.

Datek, Inc.

242 Baker Avenue
 Concord, MA 01742
 Contact: Mr. Cyrus Radford
 Title: President
 Phone: 508-369-0185
 Fax: 508-371-2374
 Established: 1979
 Mass. Employees: 16
 Product Description:
 Develops custom software, primarily for the distribution industry. Applications are written for PICK operating systems.

Datel, Inc.

11 Cabot Blvd.
 Mansfield, MA 02048
 Contact: Mr. Nicholas Tagaris
 Title: President
 Phone: 508-339-3000
 Fax: 508-339-6350
 Established: 1971
 Mass. Employees: 300
 Product Description:
 Manufactures data acquisition components, subsystems, thermal printers, digital panel meters and VMEbus analog I/O computer boards and power supplies.

Davox Corp.

3 Federal Street
 Billerica, MA 01821
 Contact: Mr. Daniel Hosage
 Title: CEO
 Phone: 508-667-4455
 Established: 1981
 Mass. Employees: 32
 Product Description:
 Manufactures & markets computer-aided communications systems, including multi-protocol workstations, multi-host communications controllers, telephone management subsystems and an integrated voice/data transmission network.

DBS International, Inc.

172 Woburn Street
 Reading, MA 01867
 Contact: Mr. Joseph McGonagle
 Title: President
 Phone: 617-942-0220
 Fax: 617-944-1344
 Established: 1975
 Mass. Employees: 10
 Product Description:
 Provides turnkey computer systems for inventory control and accounting for distributors in the lumber and wood industries, agriculture/food and beverage industries.

De Haart, Inc.

12 Wilmington Rd
 Burlington, MA 01803
 Contact: Mr. Edward De Haart
 Title: President
 Phone: 617-272-0794
 Fax: 617-272-4376
 Established: 1963
 Mass. Employees: 30
 Product Description:
 Manufactures screen printers for printed and hybrid circuit boards

Decision Graphics, Inc.

2 Westborough Business Park
 Westborough, MA 01581
 Contact: Mr. Richard Sardell
 Title: President
 Phone: 508-870-5900
 Fax: 508-898-0094
 Established: 1973
 Mass. Employees: 6
 Product Description:
 Provides software products specializing in schematic design, two dimensional drafting, resource analysis, automatic area calculation and lease management. Also provides facility database creation and maintenance, applications software development, etc.

Decitek Corp

25 South St
 Hopkinton, MA 01748
 Contact: Mr. William Sanford
 Title: President
 Phone: 508-435-6931
 Fax: 508-435-3430
 Established: 1981
 Mass. Employees: 15
 Product Description:
 Manufactures computer peripherals and related components

Delphax Systems

35 Pacella Park Drive

Randolph, MA 02368

Contact: Mr. Alex Cimochoowski

Title: President

Phone: 617-961-2312

Fax: 617-963-7206

Established: 1979

Mass. Employees: 40

Product Description:

Manufactures high-speed non-impact ion deposition systems for the OEM market.

Delphi/Boston

3 Blackstone Street

Cambridge, MA 02139

Contact: Mr. Dan Bruns

Title: President

Phone: 617-491-3393

Fax: 617-661-3354

Established: 1988

Product Description:

Offers online communications information and transactional services.

Dennison International Company

300 Howard Street

Framingham, MA 01701

Contact: Mr. Hayden Estrada

Title: Managing Director

Phone: 508-879-0511

Fax: 508-879-05213297

Established: 1844

Mass. Employees: 4500

Product Description:

Manufactures computer controlled equipment for imprinting tags and labels; develops high-speed non-impact ion deposition printing system.

Design Automation, Inc.

809 Massachusetts Avenue

Lexington, MA 02173

Contact: Mr. N. Sokal

Title: President

Phone: 617-862-8998

Fax: 617-892-3769

Established: 1965

Mass. Employees: 9

Product Description:

Develops software for electronic circuit design.
Provides research and development for customers.

Desktop Studios

89 North Main Street

Andover, MA 01810

Contact: Ms. Claire Stone

Title: Principal

Phone: 508-470-3032

Established: 1986

Mass. Employees: 4

Product Description:

Provides desktop publishing and graphics design, including prepress preparation of manuals, brochures, newsletters and collateral material. Also offers computer consulting and customized application for Macintosh and IBM PCs and compatible computers.

Development Associates, Inc.

20 William Street

Wellesley, MA 02181

Contact: Mr. Norman Groh

Title: President

Phone: 617-237-4720

Fax: 617-431-7815

Established: 1970

Mass. Employees: 12

Product Description:

Develops fundraising software and provides related services.

DI-AN Controls, Inc.

16 Jonathan Dr.

Brockton, MA 02401

Contact: Mr. Robert Codis

Title: President

Phone: 508-559-8000

Fax: 508-559-8658

Established: 1959

Mass. Employees: 20

Product Description:

Manufactures high speed printers and terminals and turnkey systems for ticketing and point-of-sale.

Dielectric Systems International, Inc.

189 Beaver Street

North Adams, MA 01247

Contact: Mr. Charles Kalt

Title: President

Phone: 413-664-6371

Established: 1985

Mass. Employees: 5

Product Description:

Provides research, development and engineering of light capacitor displays.

Digital Control Systems, Inc.

5 Cabot Place
 Stoughton, MA 02072
 Contact: Mr. R. E. Moore
 Title: President
 Phone: 617-344-8100
 Fax: 617-344-8130
 Established: 1983
 Mass. Employees: 6
 Product Description:

Provides add-on software products which enhance most micro-based CAD/CAM software. Specializing in CAD systems within retail store planning departments.

Digital Equipment Corp.

146 Main Street
 Maynard, MA 01754-2571
 Contact: Mr. Kenneth Olsen
 Title: President
 Phone: 508-897-5111
 Fax: 508-493-8780
 Established:
 Mass. Employees: 30200
 Product Description:

Software products include: operating systems, network and network management tools, database products, transaction processing environments, software engineering tools, artificial intelligence tools and a full range of traditional and fourth generation languages.

Digital Products, Inc.

108 Water Street
 Watertown, MA 02172
 Contact: Mr. Cornelius Peterson
 Title: President
 Phone: 617-924-1680
 Fax: 617-924-7814
 Established: 1984
 Mass. Employees: 100
 Product Description:

Manufacture networking systems and printer/sharing management products.

Digital Systems Associates

238 Main Street
 Cambridge, MA 02142
 Contact: Mr. Hoo-Min Toong
 Title: President
 Phone: 617-491-4188
 Fax: 617-491-4260
 Established: 1983
 Product Description:

Provides software and hardware consulting specializing in graphics applications.

Digital Techniques, Inc.

10 B Street
 Burlington, MA 01803
 Contact: Mr. Patrick de Cavaignac
 Title: President
 Phone: 617-273-3495
 Fax: 617-272-4098
 Established: 1979
 Mass. Employees: 32
 Product Description:

Applies interactive video graphics technology to streamline communications.

Digital Vision Inc.

270 Bridge Street
 Dedham, MA 02026
 Contact: Mr. David Pratt
 Title: President
 Phone: 617-329-5400
 Fax: 617-329-6286
 Established: 1984
 Mass. Employees: 9
 Product Description:

Manufactures video digitizers for several varieties of personal computers

Display Science, inc.

189 Beaver Street
 North Adams, MA 01247
 Contact: Mr. Charles Kalt
 Title: President
 Phone: 413-664-6371
 Established: 1976
 Mass. Employees: 5
 Product Description:

Develops and manufactures programmable electronic displays for airports, banks, sports arenas and advertising.

DMR Group, Inc.

57 River Street
 Wellesley, MA 02181
 Contact: Mr. Ron McCulloch
 Title: President
 Phone: 617-237-0087
 Fax: 617-237-3528
 Established: 1981
 Mass. Employees: 30
 Product Description:

Provides information systems consulting services, including systems and product development, training and technical services.

Dr. T's Music Software, Inc.

100 Crescent Street, Suite 1 B
Neesham, MA 02192

Contact: Mr. Al Hospers
Title: CEO
Phone: 617-244-6954
Fax: 617-244-5243
Established: 1984

Mass. Employees: 10

Product Description:

Manufactures, publishes and develops computer music software for control of electronic musical instrument synthesizers.

Dragon Systems, Inc.

90 Bridge Street
Newton, MA 02158

Contact: Mr. James Baker
Title: CEO
Phone: 617-965-5200
Fax: 617-527-0372
Established: 1982

Mass. Employees: 35

Product Description:

Manufactures speech processing systems for OEMs.

DSA Systems DLSA, Inc.

105 Summerfield Park
Mashpee, MA 02649

Contact: Mr. David Smith
Title: President
Phone: 508-477-2540
Fax: 508-477-5322
Established: 1981

Mass. Employees: 9

Product Description:

Provides packages for maintenance markets, specializing in plant, facility and product maintenance; field maintenance of software products; and planning of product repair. Provides consulting, on-site training and user documentation.

DSD Laboratories, Inc.

75 Union Ave.
Sudbury, MA 01776

Contact: Mr. Bart Guerrieri
Title: President
Phone: 508-443-9700
Fax: 508-443-9738
Established: 1979

Mass. Employees: 30

Product Description:

Provides system engineering primarily for defense applications. Offers software quality assurance and development of MIS systems. Markets computer peripherals equipment for DEC users.

DSP Development Corp.

One Kendall Square
Cambridge, MA 02139

Contact: Mr. Morris Samit
Title: President
Phone: 617-577-1133
Fax: 617-494-1394
Established: 1984

Mass. Employees: 20

Product Description:

Develops and markets scientific and engineering software.

Duxbury Systems, Inc.

435 King Street
P.O. Box 1504
Littleton, MA 01460

Contact: Mr. Joseph E. Sullivan
Title: President
Phone: 508-486-9766
Fax: 508-486-9712
Established: 1976

Mass. Employees: 4

Product Description:

Manufactures software for Braille production.

DWS Computer Consultants

26 St. Paul's Street
Brookline, MA 02146

Contact: Mr. David Strickler
Title: President
Phone: 617-739-0708
Fax: 617-277-3041
Established: 1985

Mass. Employees: 1

Product Description:

Provides sales, support and consulting for DEC computers and PCs, including custom software. Major markets are legal services, hospitals, schools, and other non-profit organizations.

Dymec, Inc.

8 Lowell Avenue
Winchester, MA 01890

Contact: Mr. Richard Paulson
Title: President
Phone: 617-729-7870
Fax: 617-729-1639
Established: 1970

Mass. Employees: 32

Product Description:

Manufacture high resolution data conversion equipment, analog fibre optic instrumentation for measurement and control.

Dynamics Research Corp. Systems Division

60 Frontage Road
Andover, MA 01810

Contact: Mr. Albert Rand
Title: CEO/COO
Phone: 508-475-9090
Fax: 508-475-0201
Established: 1955

Mass. Employees: 450

Product Description:

Provides engineering services, mgmt and acquisition systems primarily to the government. Major software products incl. ADAMAT-measures overall quality of ADA programming, & SPOCK: allows end users to do ad hoc queries in natural English interfacing ORACLE dBase systems.

E D P Security, Inc.

P.O. Box 740
7 Beaver Brook Road
Littleton, MA 01460-2740

Contact: Mr. Peter Santis
Title: Manager of International Sales
Phone: 508-486-8080
Fax: 508-486-4639
Established: 1979

Mass. Employees: 24

Product Description:

Provides software for corporate contingency planning.

E G & G EElectro-Optics Division

35 Congress Street
Salem, MA 01970

Contact: Mr. Paul Beech
Title: General Manager
Phone: 508-745-3200
Fax: 508-745-0894
Established:

Mass. Employees: 500

Product Description:

Manufactures flashtubes and power supplies for photocopies, laser scribes, microfilm equipment and photo-typesetters. Applications include machine vision strobe lighting, beaconry, material curing and laser fusion research. Also produces light sources, instruments and detectors. Krytron arc lamps, pulsed xenon flash tubes and obstruction warning lights.

E G & G Energy Measurements, Inc./CRT Operations

19 Wheeling Ave.
Woburn, MA 01801

Contact: Mr. John Champeny
Title: Operations Manager
Phone: 617-935-0416
Fax: 617-938-7590

Established: 1960

Mass. Employees: 30

Product Description:

Manufactures CRTs for the Department of Energy.

Easel Corporation

600 W. Cummings Park
Woburn, MA 01801

Contact: Mr. Douglas Kahn
Title: CEO/President
Phone: 617-938-8440
Fax: 617-932-0349

Established: 1981

Mass. Employees: 134

Product Description:

Designs development tools for creating PC-based graphical interfaces to host systems.

Eastgate Systems, Inc.

134 Main Street
Watertown, MA 02172

Contact: Mr. Mark Bernstein
Title: President
Phone: 617-924-9044
Established: 1982

Mass. Employees: 4

Product Description:

Designs and develops on-line documentation systems.

Eastprint Inc.

350 Willow Street South
North Andover, MA 01845

Contact: Mr. John Bianchi
Title: President
Phone: 508-975-5255
Fax: 508-686-0117
Established: 1978

Mass. Employees: 50

Product Description:

Manufactures membrane keyboards for computers of all types

Economics & Technology, Inc.

101 Tremont Street
Boston, MA 02108

Contact: Mr. Lee Selwyn

Title: CEO

Phone: 617-423-3780

Fax: 617-423-0708

Established: 1972

Mass. Employees: 28

Product Description:

Develops software and publications for telecommunications managers. Conducts research and provides consulting in telecommunications policy economics, regulation and management.

Edge Data Corp.

289 Great Road
Acton, MA 01720

Contact: Mr. John Groener

Title: President

Phone: 508-263-2220

Fax: 508-263-1011

Established: 1977

Mass. Employees: 2

Product Description:

Provides systems integration and custom software for NEC computers.

Educom, Inc.

21 Salt Island Road
Gloucester, MA 01930

Contact: Mr. Paul Jackson

Title: CEO

Phone: 508-281-4759

Established: 1979

Mass. Employees: 6

Product Description:

Provides administrative (IEP) software and consulting services for public and private school special education programs and camp programs.

EEC Systems, Inc.

327 Boston Post Road, Suite E
Sudbury, MA 01776

Contact: Mr. Eric Dickman

Title: President

Phone: 508-443-5106

Fax: 508-443-9997

Established: 1982

Mass. Employees: 10

Product Description:

Manufacture word processing systems.

Ektron Applied Imaging

23 Crosby Drive
Bedford, MA 01730

Contact: Mr. Philip Considine

Title: President

Phone: 617-275-0475

Fax: 617-271-1977

Established: 1968

Mass. Employees: 65

Product Description:

Manufacture custom image processing products and services for governmental and commercial customers.

Electronic Assemblies, Inc.

100 Rangeway Road
N. Billerica, MA 01862

Contact: Mr. James Sparks

Title: President

Phone: 508-667-1000

Fax: 508-663-8494

Established: 1980

Mass. Employees: 40

Product Description:

Designs and manufactures custom cable and harness assembly for computer, commercial and military markets.

Electronic Designs, Inc.

42 South Street
Hopkinton, MA 01748

Contact: Mr. Hans Olsen

Title: President

Phone: 508-435-2341

Fax: 508-435-6302

Established: 1980

Mass. Employees: 90

Product Description:

Manufacture high-density memory modules.

Eltech Electronics, Inc.

267 Boston Road
Suite 7
N. Billerica, MA 01862

Contact: Mr. Peter Johnson

Title: President

Phone: 508-667-7600

Fax: 508-667-3216

Established: 1984

Mass. Employees: 95

Product Description:

Provides contract manufacturing services, including CAD generation of artwork. Small, medium and high volume manufacturing utilizing Far Eastern sources and manufacturing capabilities. Offers in-circuit and functional test programming services.

EMC Corp.

171 South Street
 Hopkinton, MA 01748
 Contact: Mr. Richard Egan
 Title: Chairman
 Phone: 508-435-1000
 Fax: 508-435-5222
 Established: 1979
 Mass. Employees: 1000
 Product Description:

Manufactures system enhancement products on midrange and mainframe computers. System enhancement products improve the capacity performance and reliability and extend the useful life of currently installed computers.

ENACT Expert Systems

59 Dow Avenue
 Arlington, MA 02174
 Contact: Mr. Steve Herbst
 Title: President
 Phone: 617-646-7676
 Established:
 Mass. Employees: 1
 Product Description:

Provides custom development of expert systems and natural language user interfaces. Uses a proprietary technology that reasons directly with English sentences, producing applications that are easily understood and modified with a wide range of capabilities.

Encore Computer Corp.

257 Cedar Hill Street
 Marlborough, MA 01752
 Contact: Mr. Kenneth Fischer
 Title: CEO/President/Chairman
 Phone: 508-460-0500
 Fax: 508-485-0709
 Established: 1983
 Mass. Employees: 150
 Product Description:

Designs and manufactures parallel and multiprocessor computer systems and terminal servers. Software includes two operating systems, language compilers, third-party application programs and communication protocols.

Engineering Model Lab, Inc.

P.O. Box 293
 Main Street Station
 Buzzards Bay, MA 02532
 Contact: Mr. Peter Russett
 Title: President
 Phone: 508-759-7659
 Established: 1949
 Mass. Employees: 5
 Product Description:

Manufactures and designs systems television high resolution data display monitors.

Entropy Ltd.

S Great Road
 Lincoln, MA 01773
 Contact: Mr. Ronald Christensen
 Title: CEO/President
 Phone: 617-259-8901
 Established: 1973
 Mass. Employees: 15
 Product Description:

Develops modelling, projection and statistical software for engineering and science applications, including inventory analysis for storage tank systems, weather forecasting, materials failure, biomedical systems and economic forecasting.

Envirodata Corp.

26 Worthen Street
 Chelmsford, MA 01824
 Contact: Mr. Richard Codling
 Title: CEO
 Phone: 508-256-8131
 Established: 1969
 Mass. Employees: 6
 Product Description:

Digitizing service bureau that provides data reduction and analysis for environmental firms.

Envoy Systems Corp.

1432 Main Street
 Waltham, MA 02154
 Contact: Mr. Ralph Linsalata
 Title: President
 Phone: 617-890-1444
 Fax: 617-890-4178
 Established: 1982
 Mass. Employees: 50
 Product Description:

Supplies customized and integrated sales force automation systems. Applications include account management, order entry, planning and electronic mail. Specializes in petroleum, chemical and consumer goods.

Epoch Systems, Inc.

8 Technology Drive
Westboro, MA 01581

Contact: Mr. Christopher Robert

Title: President

Phone: 508-836-4300

Fax: 508-836-3803

Established: 1987

Mass. Employees: 100

Product Description:

Designs, manufactures and markets file storage and data management systems for workstations connected by local area networks.

ERD Systems, Inc.

225 Stedman Street
Lowell, MA 01851

Contact: Mr. Edward Lewis

Title: President

Phone: 508-452-6000

Fax: 508-452-2112

Established: 1983

Mass. Employees: 4

Product Description:

Markets computer parts for Wang Systems, specializing in disk drives.

Ericsson Business Communications, Inc.

730 Forest Street
Building G
Marlborough, MA 01752

Contact: Mr. John McDonald

Title: Vice President (Eastern Region)

Phone: 508-624-5000

Fax: 508-481-9074

Established: 1980

Mass. Employees: 100

Product Description:

Provides telecommunications systems.

Esoteric Electronics

8 Fernview Avenue, Suite 2
North Andover, MA 01845

Contact: Mr. Michael Johnson

Title: President

Phone: 508-689-2208

Established: 1985

Mass. Employees: 1

Product Description:

Provides microcomputer hardware and software design engineering and related services, focusing on consumer products, medical and embedded microprocessor applications.

ETEC, Inc.

W. Peabody Office Park
83 Pine

W. Peabody, MA 01960

Contact: Mr. Henry Klim

Title: President

Phone: 508-535-7374

Fax: 508-535-7003

Established: 1983

Mass. Employees: 14

Product Description:

Provides application software for Tektronix S-3270 component test systems, PDP-11 hardware training. Also offers custom BASIC and C programming applications, database and parts tracking software for IBM PCs and compatibles.

Evans Griffiths & Hart, Inc.

55 Waltham Street
Lexington, MA 02173

Contact: Mr. Thomas Evans

Title: CEO/President

Phone: 617-861-0670

Established: 1970

Mass. Employees: 20

Product Description:

Develops systems software & turnkey systems, primarily for DEC VAX and PDP II computers. Systems software includes applications tools and utilities. Also provides contracts to supply support services for its products.

Eve Electronics Corp.

2 Vernon Street
Framingham, MA 01701

Contact: Mr. Henry Szretter

Title: President

Phone: 508-653-3003

Fax: 508-650-1872

Established: 1984

Mass. Employees: 4

Product Description:

Provides electronic consulting for computer systems and electronic design specializing in MS DOS and Macintosh systems.

Exeter Software Ltd.

300 Willow Street South
N. Andover, MA 01845

Contact: Mr. Frank Buda
Title: President
Phone: 508-975-3340
Fax: 508-682-2296
Established: 1982
Mass. Employees: 23

Product Description:

Provides software development and project services to meet the information and control systems needs of the warehousing and distribution markets.

Expert Image Systems, Inc.

35 Medford Street
Somerville, MA 02143

Contact: Mr. Joseph Votano
Title: President
Phone: 617-776-4300
Fax: 617-864-0164
Established: 1986
Mass. Employees: 4

Product Description:

Develops and markets software and hardware medical imaging systems. Products include a bone-imaging system used in screening and monitoring bone mass for the detection, prevention and treatment of osteoporosis.

F & S Systems, Inc.

908 Concord Street
Framingham, MA 01701

Contact: Mr. Neil Frieband
Title: President
Phone: 508-879-4750
Fax: 508-875-3089
Established: 1973
Mass. Employees: 3

Product Description:

Provides custom programming, systems integration and other consulting services with emphasis on communications applications.

F P S Computing, Inc.

160 Gould Street
Suite 110

Needham, MA 02194
Phone: 617-444-0441
Fax: 617-444-0132
Established: 1976
Mass. Employees: 10

Product Description:

Manufactures array processors, integrated computer servers and UNIX mid-range, entry level, and graphics supercomputers. Also manufactures high performance computers for engineers, scientists and other technical users.

Feld Technologies, Inc.

8 Faneuil Hall Marketplace
Boston, MA 02109

Contact: Mr. Bradley Feld
Title: President
Phone: 617-227-5979
Fax: 617-439-6182
Established: 1984
Mass. Employees: 8

Product Description:

Develops custom business applications software primarily for professional services and consulting organizations. Also provides technology consulting.

Femcon Associates, Inc.

6 Olde Boston Square
Westford, MA 01886

Contact: Mr. Paul Femino
Title: President
Phone: 508-692-8806
Fax: 508-692-5156
Established: 1980
Mass. Employees: 21

Product Description:

Software for trading applications to the securities industry. Focus is upon online, real-time transaction processing systems.

Fern Engineering, Inc.

55 Portside Drive

P.O. Box 3380

Pocasset, MA 02559

Contact: Mr. Walter Wadsworth

Title: CEO

Phone: 508-563-7181

Fax: 508-564-4851

Established: 1972

Mass. Employees: 14

Product Description:

Develops & provides consulting services for energy production & conservation. Design software for turbo-machinery performance monitoring & diagnostics & for natural gas pipeline & co-generation industries. Also designs power turbines & other hardware.

Fibronics International, Inc.

Communications Way-Independence Park

Hyannis, MA 02601

Contact: Mr. John L. Hale

Title: President

Phone: 508-778-0700

Fax: 508-778-0821

Established: 1977

Mass. Employees: 150

Product Description:

Manufacture fibre optics and other high-bandwidth information transfer and distribution systems.

Fidelis Group Inc.

94 Bridge Street

Newton, MA 02158

Contact: Mr. John Kelley

Title: President

Phone: 617-964-9020

Fax: 617-332-8819

Established: 1971

Mass. Employees: 20

Product Description:

Manufactures personal computer data acquisition hardware and software. Also produces electronic assembly systems, including solar process monitoring systems and PCB temperature monitoring systems. Also manufactures flowmeters.

Finishield Corp.

P.O. Box 1509

Lowell, MA 01853

Contact: Mr. Roger Jubinville

Title: President

Phone: 508-452-4079

Fax: 508-452-5193

Established: 1982

Mass. Employees: 35

Product Description:

Provides finishes and shielding for computer components, business machines and medical equipment.

First Computer Consultants

100 Pleasant Street

Worcester, MA 01609

Contact: Mr. David Davidson

Title: President

Phone: 508-757-2840

Established: 1985

Mass. Employees: 4

Product Description:

VAR providing hardware, custom software, consulting and accessories.

First Micro Group, Inc.

112 Water Street

Boston, MA 02109

Contact: Mr. Tod Riedel

Title: President

Phone: 617-227-1185

Established: 1983

Mass. Employees: 5

Product Description:

Develops custom applications for IBM and Macintosh. Also designs and delivers custom training programs with expertise in the fields of hospitality, real estate development and banking. Specific applications include treasury mgt, hotel mgt & automotive planning.

First National Systems Corp.

P.O. Box 1390

Cotuit, MA 02635

Contact: Mr. Norman Weill

Title: President

Phone: 508-428-3600

Established: 1977

Mass. Employees: 10

Product Description:

Develops financial accounting software for the banking industries.

Flex-Key Corp.

Emerson Avenue
 Gloucester, MA 01930
 Contact: Mr. Kevin Keane
 Title: President
 Phone: 508-281-2040
 Fax: 508-281-4730
 Established: 1969
 Mass. Employees: 40
 Product Description:
 Manufacture keyboards used in defense electronic systems.

FOCS Inc.

93 Grand Street
 Worcester, MA 01610
 Contact: Mr. Stephen Lang
 Title: Vice President of Sales and Marketing
 Phone: 508-757-0611
 Fax: 508-757-0645
 Established: 1982
 Mass. Employees: 30
 Product Description:
 Designs and installs fibre optic turnkey systems for data, voice and video applications. Manufactures all types of fibre optic cable assemblies and patch panels. A fibre optic training school.

Formworx

Reservoir Place
 1601 Trapelo Road
 Waltham, MA 02154
 Contact: Ming Lee
 Title: CEO
 Phone: 617-890-4499
 Fax: 617-890-4496
 Established: 1984
 Mass. Employees: 24
 Product Description:
 Produces forms processing software that designs forms as well as interfacing with dBASE & ASCII files.

Forte Technologies/RMA Systems

201 Carnegie
 Norwood, MA 02062
 Contact: Mr. Ralph Monaghan
 Title: President
 Phone: 617-769-9150
 Fax: 617-769-5308
 Established:
 Mass. Employees: 18
 Product Description:
 Computerized moisture measurement systems

Fortune Software Co., Inc.

70 Sierra Road
 Boston, MA 02136
 Contact: Mr. David Greene
 Title: CEO
 Phone: 617-361-0900
 Established: 1985
 Mass. Employees: 4
 Product Description:
 Develops educational software.

Fotec, Inc.

529 Main Street
 P.O. Box 246
 Boston, MA 02129
 Contact: Mr. James Hayes
 Title: President
 Phone: 617-241-7810
 Fax: 617-241-8616
 Established: 1981
 Mass. Employees: 15
 Product Description:
 Manufacture test equipment for fibre optic communications systems and components and fibre optic talksets and voice communication networks.

Foundation Technologies

One Kendall Square Suite 2200
 Cambridge, MA 02139
 Contact: Mr. Tod H. Loosborrow
 Title: Managing Partner
 Phone: 617-720-2760
 Fax: 617-577-1209
 Established: 1984
 Mass. Employees: 4
 Product Description:
 Develops expert systems for IBM PCs and compatibles, mainframe systems, DEC/VAX, Sun, HP, Apollo, Macintosh & other conventional business machines. Provides training in problem ide notification, tool selection, project mgt & knowledge engineering.

Frank Hill Associates, Inc.

60 Pine Street
 Methuen, MA 01844
 Contact: Ms. Mary Meikle
 Title: Operations Manager
 Phone: 508-683-1233
 Established: 1979
 Mass. Employees: 12
 Product Description:
 Designs and markets for third-party health care billing systems for medical service agencies and transportation companies. Also provides claims processing services.

Frontier Software Development, Inc.

1501 Main Street

Suite 40

Duxbury, MA 01876

Contact: Mr. Narendra Papat

Title: Founder

Phone: 508-256-4738

Fax: 508-851-6956

Established: 1984

Mass. Employees: 6

Product Description:

Provides IBM compatible software for remote diagnostics, monitoring and network management for WANs (wide area networks). Provides systems integration and consulting services in computer communications and networking.

Frye Computer Systems, Inc.

19 Temple Place

Boston, MA 02110

Contact: Mr. Russell Frye

Title: President

Phone: 617-247-2300

Fax: 617-451-6711

Established: 1982

Mass. Employees: 15

Product Description:

VAR specializing in office automation and networking applications for the microcomputer environment.

Fujitsu Microelectronics Corp.

75 Wells Ave.

Newton, MA 02159

Contact: Mr. Ron Wegner

Title: Vice President of Area Sales

Phone: 617-964-7080

Fax: 617-964-3301

Established: 1979

Mass. Employees: 20

Product Description:

Provides marketing and support for manufacturers of application specific integrated circuits (ASICs), memory products, communications products, controllers and microprocessors.

Funk Software, Inc.

222 Third Street

Cambridge, MA 02142

Contact: Mr. Paul Funk

Title: President

Phone: 617-497-6339

Fax: 617-547-1031

Established: 1982

Mass. Employees: 17

Product Description:

Develops LOTUS 1-2-3 add-ons and enhancements, including Sideways. Documentation and customer support provided.

G N Telematic, Inc.

46 Manning Road

Billerica, MA 01821

Contact: Mr. Paul Hebsgaard

Title: President

Phone: 508-667-8644

Fax: 508-667-8260

Established: 1975

Mass. Employees: 12

Product Description:

Manufactures peripherals for machine tool workshop automation; manufactures electronic funds transfer terminals.

G T E Government Systems

C3 Communication Systems Division

77 A Street

Needham Heights, MA 02194

Contact: Mr. Armand DerMarderosian

Title: Group Vice President/General Manager

Phone: 617-449-2000

Fax: 617-455-4100

Established: 1954

Mass. Employees: 277

Product Description:

Designs, manufactures and installs complete C3 systems, as well as data modems, speech processors, training simulators, radio systems, communication switches and retransmission and signal processing equipment.

Gateway Design Automation Corp.

2 Lowell Research Center Drive
Lowell, MA 01852

Contact: Mr. Prabhu Goel
Title: President
Phone: 508-458-1900
Fax: 508-441-1109
Established: 1982
Mass. Employees: 145
Product Description:

Provides computer-aided engineering tools for the verification of complex digital designs. The Verilog-XL is a logic simulation tool which runs from three to twenty-five times faster than other software simulators.

GCC Technologies

580 Winter Street
Waltham, MA 02154

Contact: Mr. Doug McRae
Title: Chairman
Phone: 617-890-0880
Fax: 617-890-0822
Established: 1981
Mass. Employees: 120
Product Description:

Manufactures hard disk drives, processor enhancement boards and other peripherals. Software includes print drivers and file conversion products.

Gen/Comp, Inc.

6 Algonquin Road
Canton, MA 02021

Contact: Mr. Gerald Nutter
Title: President
Phone: 617-828-2008
Established: 1976
Mass. Employees: 2
Product Description:

Manufactures DEC compatible and multibus compatible peripherals, multiplexers, controllers and interfaces for OEMs.

Federal Computer Resources, Inc.

255 Bear Hill Road
Waltham, MA 02154

Contact: Mr. David Isenberg
Title: CEO
Phone: 617-890-4345
Fax: 508-890-7381
Established: 1980
Mass. Employees: 15
Product Description:

Develops custom software for financial and other industries.

General Scanning Inc.

500 Arsenal Street
Watertown, MA 02172

Contact: Jean Montagu
Title: Chairman
Phone: 617-924-1010
Fax: 617-926-0708
Established: 1968
Mass. Employees: 260
Product Description:

Designs and manufactures strip chart recorders and optical scanning components and subsystems.

Genesis Business Systems, Inc.

20 Hampden Drive
South Easton, MA 02375

Contact: Mr. William Roland
Title: CEO/Chairman/President
Phone: 508-238-8771
Fax: 508-230-9018
Established: 1981
Mass. Employees: 10
Product Description:

Develops an integrated business management package. Applications include general ledger, accounts payable, accounts receivable, payroll/personnel, inventory management, purchasing, order processing, billing of materials/costing/routing and MRP.

Genesys Software Systems, Inc.

5 Branch Street
Methuen, MA 01844

Contact: Mr. Laurence Munini
Title: President
Phone: 508-685-5400
Fax: 508-683-7665
Established: 1978
Mass. Employees: 120
Product Description:

Innovator and developer of a comprehensive series of totally integrated Human Resources Management Systems. Develops payroll, personnel, human resources planning and benefits software packages for IBM mainframes. Provides consulting, customer support and MAP programming for IBM. GEN LINK embellishes the capabilities of the desktop workstation by distributing data through a set of PC tools that add new features and functions, facilitating access to frequently used information.

Genrad Inc.

300 Baker Ave
Concord, MA 01742
Contact: Mr. Robert Anderson
Title: President
Phone: 508-369-4400
Fax: 508-371-3039
Established: 1915
Mass. Employees: 925
Product Description:

Designs and manufactures test and measurement instruments and systems for the telecommunications, semiconductor and other electronics industries; and industrial process control equipment.

Gensym Corp.

125 Cambridge Park Drive
Cambridge, MA 02140
Contact: Mr. Lowell Hawkinson
Title: CEO
Phone: 617-547-9606
Fax: 617-547-1962
Established: 1986
Mass. Employees: 60
Product Description:

Provides the G2 real-time expert system for applications in manufacturing, process control, robotics, simulation, training, network management and others. Manages and provides training on the expert systems.

Geocomp Corp.

66 Commonwealth Avenue
Concord, MA 01742
Contact: Mr. Michael Stolz
Title: Marketing Manager
Phone: 508-369-8304
Fax: 508-369-8204
Established: 1982
Mass. Employees: 7
Product Description:

Develops engineering and scientific microcomputer software.

George K. Darling Associates, Inc.

1 Corporate Drive
N. Andover, MA 01810
Contact: Mr. George K. Darling
Title: Vice President
Phone: 508-794-0212
Fax: 508-689-8598
Established: 1987
Mass. Employees: 10
Product Description:

Provides consulting and software to the financial services industry. Application include a profit planning, budgeting and asset/liability management package, investment accounting software, loan accounting software and a safe deposit box accounting system.

Gibson-Graves Co., Inc., The

261 South Street
P.O. Box 1078
Wrentham, MA 02093
Contact: Mr. Kenneth V. Graves
Title: President
Phone: 508-384-7164
Established: 1987
Mass. Employees: 6
Product Description:

Develops & markets quality control software, including a vendor control system to manage incoming materials quality. Provides related support, consulting & custom software development.

Global Software, Inc.

P.O. Box 2087
Duxbury, MA 02331
Contact: Mr. Duncan Connall
Title: President
Phone: 617-934-0949
Fax: 617-934-0697
Established: 1979
Mass. Employees: 4
Product Description:

Develops, markets and services software for controlling the use of terms, abbreviations and acronyms in data processing systems.

GML Information Systems

594 Marrett Road
Lexington, MA 02173
Contact: Mr. George Luhowy
Title: President
Phone: 617-861-0515
Fax: 617-861-9412
Established: 1971
Mass. Employees: 10
Product Description:

Publishes database computer product information.

GO Graphics, Inc.

18 Ray Avenue
Burlington, MA 01803

Contact: Mr. George Smith

Title: President

Phone: 617-229-8900

Fax: 617-229-2387

Established: 1973

Mass. Employees: 10

Product Description:

Develops typesetting software for use on PCs for commercial typesetters and laser printers.

Gold Hill Computers, Inc.

26 Landsdowne Street
Cambridge, MA 02139

Contact: Ms. Celia Wolf

Title: CEO/President

Phone: 617-621-3300

Fax: 617-621-0656

Established: 1983

Mass. Employees: 60

Product Description:

Supplies software tools used for development of software applications. Products include expert systems tools, AXLE (teaching expert systems methodology) and LISP utilities. Provides training, consulting and support.

Good Ideas

175 Lowell Street
Andover, MA 01810

Contact: Mr. Donald Krishfield

Title: CEO

Phone: 508-475-7328

Fax: 508-475-4227

Established: 1966

Mass. Employees: 15

Product Description:

Developers and publishers of desktop publishing software for IBM PCs and PS/2 systems.

Graftel Systems

323 New Boston Street
Wilmington, MA 01887

Contact: Mr. Brian C. Crowley

Title: CEO/President

Phone: 617-933-8170

Fax: 617-932-8170

Established: 1985

Mass. Employees: 7

Product Description:

Manufactures video interface products for CAD/CAM process control and imaging markets.

Graftel Systems, Inc.

323 New Boston Street
Wilmington, MA 01887

Contact: Mr. Brian Crowley

Title: President

Phone: 617-933-8170

Fax: 617-932-8170

Established: 1984

Mass. Employees: 7

Product Description:

Produces computer graphics cameras and software, and video processors for color printers.

Graphics Systems, Inc.

1815 Massachusetts Avenue
Suite 308

Cambridge, MA 02140

Contact: Mr. Eric Teicholz

Title: President

Phone: 617-492-1148

Fax: 617-492-4044

Established: 1982

Mass. Employees: 11

Product Description:

Provides software development, training and consulting in the application of computer graphics and database management systems to field of architecture, engineering and construction.

Green Engineering

78 Stone Pl.
Melrose, MA 02176

Contact: Mr. James Green

Title: President

Phone: 617-665-8994

Fax: 617-665-8255

Established: 1982

Mass. Employees: 4

Product Description:

Consults in electronic power conversion, including linear, low and high frequency switching and resonant converters. Provides magnetic design, prototyping and packaging, specification preparation for OEM buying, evaluation of purchased power supplies and custom test systems and equipment for power supplies.

Greystone Technology Corp.

100 Unicorn Park Drive
Woburn, MA 01801

Contact: Mr. Robert Shear

Title: President

Phone: 617-937-9000

Fax: 617-937-9022

Established: 1984

Mass. Employees: 12

Product Description:

Develops MUMPS language products, including GTM, an ANSI MUMPS language processor and database management system, and related distributed database products. Offers MUMPS and VMS training courses and thorough documentation.

GWA Information Systems, Inc.

1432 Main Street
Waltham, MA 02154

Contact: Mr. Gary Steeves

Title: CEO/President

Phone: 617-890-1838

Fax: 617-890-6170

Established: 1984

Mass. Employees: 18

Product Description:

Provides software products & services to Digital VAX users including the Advanced Collection System and other operations management tools. Services include project and programming, VAX/VMS consulting and technical support, network and communications consulting, etc.

H F L Information Services, Inc.

56 Garden Street
Cambridge, MA 02138

Contact: Mr. Forbes Little

Title: President

Phone: 617-491-6152

Established: 1980

Mass. Employees: 3

Product Description:

Designs and develops PC-based software, providing C programming and experience in the legal and life insurance industries. Also develops LOTUS add-ons.

Halyard Associates, Inc.

800 Turnpike Street
Suite 300

N.Andover, MA 01845

Contact: Mr. Robert Lord

Title: President

Phone: 508-975-2680

Fax: 508-685-1048

Established: 1985

Mass. Employees: 2

Product Description:

Develops software for large manufacturing systems.

Hamilton Technologies, Inc.

17 Inman Street
Cambridge, MA 02139

Contact: Ms. Margaret Hamilton

Title: CEO

Phone: 617-492-0058

Fax: 617-492-1727

Established: 1986

Mass. Employees: 10

Product Description:

Provides software services and products in computer automated systems engineering, including modelling and simulation.

Hancock Electronics Corp.

75 Terry Drive
Hingham, MA 02043

Contact: Ms. Joyce Sturdy

Title: President

Phone: 617-740-4190

Fax: 617-740-4192

Established: 1985

Mass. Employees: 6

Product Description:

Manufactures military and industrial electronics logic cards, microprocessor-based cards, industrial control systems, transit electronics and computer driven test equipment.

Hands On Learning Group

27 Cambridge Street
Burlington, MA 01803

Contact: Mr. Gil Roeder

Title: CEO

Phone: 617-272-0088

Fax: 617-272-3667

Established: 1980

Mass. Employees: 20

Product Description:

Develops and markets training programs and software packages for training applications. Training products include videos, books, live courses and computer-based programs.

Hansco Information Technologies, Inc.

185 West Avenue
P.O. Box 477
Ludlow, MA 01056

Contact: Mr. Robert Hanson
Title: President
Phone: 413-547-8991
Fax: 413-547-8505
Established: 1969
Mass. Employees: 7

Product Description:

Furnishes turnkey computer hardware and software systems for small to medium-sized businesses.

Hardte-Hanks Data Technologies

25 Linnell Circle
Billerica, MA 01821

Contact: Mr. Thomas Swithenbank
Title: President
Phone: 508-663-9955
Fax: 508-667-7292
Established: 1968
Mass. Employees: 140

Product Description:

Provides marketing databases, primarily targeted towards financial service and retail industries.

Harper & Shuman, Inc.

68 Moulton Street
Cambridge, MA 02138

Contact: Mr. Chester Shuman
Title: CEO/President
Phone: 617-492-4410
Fax: 617-876-2973
Established: 1973
Mass. Employees: 70

Product Description:

Designs & implements project control, accounting & financial mgt systems for architectural & engineering firms. The major product family, the Computer-based Financial Management System (CFMS) has been developed in conjunction with the American Institute of Architects.

Harvard Associates, Inc.

10 Holworthy Street
Cambridge, MA 02138

Contact: Mr. William Glass
Title: President
Phone: 617-492-0660
Fax: 617-492-4610
Established: 1983
Mass. Employees: 6

Product Description:

Develops and distributes educational software products with emphasis on simulations and Logo.

Henco Software, Inc.

100 Fifth Avenue
Waltham, MA 02154

Contact: Ms. Linda Gardner
Title: Mgr of International Operations
Phone: 617-890-8670
Fax: 617-890-7671
Established: 1975
Mass. Employees: 45

Product Description:

Develops relational database tools for structured data and free text management including a full text retrieval system and database management system. Also offers an intuitive query language (IQL) and a fourth generation language.

Hologic, Inc.

590 Lincoln Street
Waltham, MA 02154

Contact: Mr. Joel Weinstein
Title: VP Marketing
Phone: 617-893-5100
Fax: 617-890-8031
Established: 1986
Mass. Employees: 150

Product Description:

Develops x-ray bone densitometry equipment and software which allows high resolution in the assessment and clinical management of osteoporosis and related bone disorders.

Homisco, Inc.

190 Lee Burbank Highway
Revere, MA 02151

Contact: Mr. Ronald Cantrado
Title: President
Phone: 617-286-1220
Fax: 617-286-2742
Established: 1981
Mass. Employees: 25

Product Description:

Manufacture telephone accounting systems.

Horizon Research, Inc.

1432 Main Street
Waltham, MA 02154

Contact: Mr. William Lambertus
Title: President
Phone: 617-466-8300
Fax: 617-267-2742
Established: 1984
Mass. Employees: 45

Product Description:

Conducts research and development on computers for its parent company MITSUBISHI in Japan.

Houghton Mifflin Co., Business Software Division

One Memorial Drive
Cambridge, MA 02142

Contact: Ms. Denise Widman
Title: Marketing Director
Phone: 617-252-3000
Fax: 617-252-3145
Established: 1985
Mass. Employees: 50
Product Description:

Supplies computer-aided proofreading (CAPR) software to microcomputer software, office automation, desktop publishing, CD-ROM and electronic typewriter manufacturers. Products include a grammar correction program, international spelling connectors, etc.

Huttner Group, The

35 Saco Street
Newton, MA 02164

Contact: Ms. Teri Huttner
Title: President
Phone: 617-527-5459
Established: 1984
Mass. Employees: 1
Product Description:

Provides business applications development, including database systems and financial analysis software for the IBM PC and Macintosh markets.

Hyland Rice Business Systems

112 River Street
Fitchburg, MA 01420

Contact: Mr. Rodney F. Poland
Title: Partner
Phone: 508-342-9707
Fax: 508-345-6931
Established: 1979
Mass. Employees: 9
Product Description:

Provides consulting, training, installation and services for turnkey computer systems. Also develops customized software.

Hylelectronics Corp.

P.O. Box 1306
Littleton, MA 01460

Contact: Mr. Joe Morrison
Title: Controller
Phone: 508-486-8911
Fax: 508-456-3847
Established: 1969
Mass. Employees: 70
Product Description:

Manufacture microwave control devices for military communications equipment.

Hyundai Electronics America

24 Prime Parkway
Natick, MA 01760

Contact: Mr. Y.H. Kim
Title: CEO
Phone: 508-650-1025
Fax: 508-650-1038
Established: 1983
Mass. Employees: 500
Product Description:
Designs and manufactures semiconductors, PC peripherals and communications equipment.

I C L North America

84 State Street
Boston, MA 02109

Contact: Mr. ED Gregory
Title: Office Manager
Phone: 617-367-1211
Fax: 617-367-1205
Established: 1968
Mass. Employees: 25
Product Description:

Designs and manufactures computer systems for the communications industry and the office automation marketplace. The firm has manufacturing sites in New York and California.

I T S Associates, Inc.

36 Washington Street
Wellesley, MA 02181

Contact: Mr. John Fitzgerald
Title: CEO/President
Phone: 617-237-7750
Fax: 617-237-0216
Established: 1978
Mass. Employees: 16
Product Description:

Develops computer software for the investment management industry.

IBM Cambridge Scientific Center

101 Main Street
Cambridge, MA 02142

Contact: Mr. Richard MacKinnon
Title: Manager
Phone: 617-576-9221
Fax: 617-576-9258
Established: 1964
Mass. Employees: 30
Product Description:

Provides research and product development, primarily for systems software, advanced technology and applied research.

IBM Corp.

610 Lincoln Street
Waltham, MA 02254

Phone: 617-895-2000

Fax: 617-895-2456

Established:

Mass. Employees: 2100

Product Description:

Northeast headquarters for IBM US Marketing Service Group and the National Service Division.

ICAD, Inc.

201 Broadway

7th Floor

Cambridge, MA 02139-1901

Contact: Mr. Lawrence Rosenfeld

Title: President

Phone: 617-868-2800

Fax: 617-577-8085

Established: 1984

Mass. Employees: 75

Product Description:

Develops and markets a design automation system for mechanical engineering and manufacturing.

Icon Corp.

26 Conn Street

Woburn, MA 01801-5662

Contact: Mr. George Burnell

Title: President

Phone: 617-933-9666

Fax: 617-933-2042

Established: 1964

Mass. Employees: 60

Product Description:

Manufactures computer numerical controls (CNC) and systems, programmable liquid dispensing systems, automatic printed circuit board etch cutters, automatic soldering stations and general purpose workstations. Controllers are programmable from IBM PCs and compatibles.

ICOT Network Systems Division

One Apple Hill

P.O. Box 8179

Natick, MA 01760

Contact: Mr. Joseph Becker

Title: President

Phone: 617-237-7722

Fax: 508-651-1462

Established: 1983

Mass. Employees: 10

Product Description:

Develops and markets data communications software and hardware for IBM PCs and computers on LANs stand-alone. Product areas include 3270 display system emulation, 5250 display system emulation, & X25 communications for international communications.

IDD Information Services, Inc.

100 Fifth Avenue

Waltham, MA 02154

Contact: Mr. Martin McCarthy

Title: President

Phone: 617-890-7227

Fax: 617-890-7449

Established: 1972

Mass. Employees: 40

Product Description:

Supplies investment professionals, financial institutions and information redistributors with financial information and related software for investment research and analysis.

Ideassociates, Inc.

29 Dunham Road

Billerica, MA 01821

Contact: Mr. Gautam Gupta

Title: President

Phone: 508-663-6878

Fax: 508-663-8851

Established: 1982

Mass. Employees: 1500

Product Description:

Manufacture communications products for IBM microcomputers, mid-range and mainframe systems.

IDX Corp.

888 Commonwealth Avenue
Boston, MA 02215

Contact: Mr. Bob Galin
Title: Director of Sales and Marketing
Phone: 617-566-6800
Fax: 617-277-3426

Established: 1969

Mass. Employees: 300

Product Description:

Develops, markets & supports information systems for healthcare environments. Markets include hospitals, university-based physician practices, clinics, managed care organizations (HMOs), laboratories and imaging centers.

Image Concepts Division of ICIS, Inc.

33 Boston Post Road West
Malboro, MA 01752

Contact: Mr. Clifton Nickerson
Title: President
Phone: 508-481-6882
Fax: 508-481-4406

Established: 1985

Mass. Employees: 5

Product Description:

Develops software for cataloging and retrieving image, including photographs, artwork, CAD/CAM drawing and blueprint.

Imaging Technology, Inc.

600 W. Cummings Park
Woburn, MA 01801

Contact: Mr. Rashid Beg
Title: Chairman
Phone: 617-938-8444
Fax: 617-938-1757

Established: 1982

Mass. Employees: 100

Product Description:

Provides image-processing subsystems to OEMs, systems integrators and end microscopy, medical image enhancement, remote sensing simulation, R & D, graphic arts, pattern recognition, etc.

Imagraph Corp.

11 Elizabeth Drive
Chelmsford, MA 01824

Contact: Mr. Robert Wang
Title: Chairman
Phone: 508-256-4624
Fax: 508-250-9155

Established: 1985

Mass. Employees: 65

Product Description:

Manufactures high resolution graphics board for IBM AT/XT/RT and VME bus computers.

IMC Systems Group, Inc.

Reservoir Place
1601 Trapelo Road
Waltham, MA 02154

Contact: Ms. Susan Welch
Title: President/Chairman
Phone: 617-890-3990
Fax: 617-890-0599

Established: 1984

Mass. Employees: 22

Product Description:

Offers trade software systems to automate financial, logistical, operational and custom-related functions in international business. Specific applications include import/export management controls, drawback and consolidator management controls.

Impact Systems, Inc.

83 Cambridge Street
Burlington, MA 01803

Contact: Mr. Mel Platte
Title: President
Phone: 617-270-0099
Fax: 617-270-4168

Established: 1980

Mass. Employees: 12

Product Description:

Develops fundraising software for non-profit organizations and provides related services.

Imtran Industries Inc.

285 Newburyport Tnpk
Rowley, MA 01969

Contact: Mr. Steven Meredith
Title: President
Phone: 508-948-7371
Fax: 508-373-5268

Established: 1978

Mass. Employees: 23

Product Description:

Manufactures pad transfer printers and silkscreen equipment

Index Group, Inc.

Five Cambridge Center
Cambridge, MA 02142

Contact: Mr. James Champy

Title: CEO/Chairman

Phone: 617-492-1500

Fax: 617-499-1330

Established: 1969

Mass. Employees: 180

Product Description:

Provides consulting services, specializing in information technology. Offers education, group-sponsored research and advisory services to help corporations manage and use information and information tech. for competitive advantage.

Index Technology Corp.

One Main Street
Cambridge, MA 02142

Contact: Mr. Richard Carpenter

Title: CEO/President

Phone: 617-494-8200

Fax: 617-577-8945

Established: 1988

Mass. Employees: 230

Product Description:

Designs, develops, markets & supports computer-aided software engineering (CASE) products to aid in automation of the planning, analysis, design & generation of computer-based systems. Also provides education and training either on-site or at customer site.

Info Group, The

46 Park Street
Framingham, MA 01701

Contact: Mr. John Dretler

Title: President

Phone: 508-875-7511

Fax: 508-875-8518

Established: 1982

Mass. Employees: 35

Product Description:

Service bureau providing accounting systems. Also develops software for telecommunications management.

Information Marketing Business, Inc.

18 Hurley Street
Cambridge, MA 02141

Contact: Mr. Frank Perlmutter

Title: President

Phone: 617-864-1115

Fax: 617-868-3221

Established: 1983

Mass. Employees: 13

Product Description:

Develops and markets business applications software, specializing in integrated labor management systems for staff requirements, forecasting, scheduling, time and attendance and payroll functions.

Information Resources, Inc.

200 Fifth Avenue
Waltham, MA 02254

Contact: Mr. Jeff Stamen

Title: President

Phone: 617-890-1100

Fax: 617-890-4660

Established: 1986

Mass. Employees: 75

Product Description:

Develops business applications software, including a relational database system with query, statistical analysis & download capability. Other products include tools, sales mgt systems, utility mgt systems & executive information systems.

Informix, Inc.

5 Mill Street
P.O. Box 465
Medfield, MA 02052

Contact: Ms. Meryl Bell

Title: Treasurer

Phone: 508-359-5378

Fax: 508-359-5498

Established: 1982

Mass. Employees: 7

Product Description:

Provides custom software consultation & design for turnkey systems, implementing barcode &/or OCR hardware in numerous applications, including asset inventory, moving & storage, page reading & forms processing, shipping manifest system, file folder, tracking. Provides doc & training

Inforonics, Inc.

550 Newtown Road
Littleton, MA 01460

Contact: Mr. Lawrence Buckland

Title: President

Phone: 508-486-8976

Established: 1962

Mass. Employees: 35

Product Description:

Provides software to support publishers and libraries. Products create, maintain and edit computer typesetting and provide text database for online access.

Inmagic, Inc.

2067 Massachusetts Avenue
Cambridge, MA 02140

Contact: Ms. Elizabeth Eddison

Title: Chairwoman

Phone: 617-661-8124

Fax: 617-661-6901

Established: 1984

Mass. Employees: 19

Product Description:

Produces text database software for VAX minicomputer and IBM compatible microcomputer systems. Primary product is INMAGIC, a text-based software package for MS DOS microcomputers and VAX minicomputers. Library and legal market templates available. Telephone support and training provided.

Innovative Applications, Inc.

187 Oaks Road
Framingham, MA 01701

Contact: Mr. Myles Halsband

Title: President

Phone: 508-820-9793

Fax: 508-820-9791

Established: 1986

Mass. Employees: 8

Product Description:

Provides accounting consulting, database design and training. Also offers FDA audit and material record control software designed for the medical products and device industry.

Innovative Communications, Inc.

7 Castle Road
Wayland, MA 01778

Contact: Mr. George Wilson

Title: CEO

Phone: 508-655-4364

Fax: 508-650-1885

Established: 1986

Mass. Employees: 4

Product Description:

Provides IBM communication consulting and timesharing. Also leases and sells communication testing software.

Innovative Systems Techniques, Inc.

One Gateway Center, Suite 910
Newton, MA 02158

Contact: Ms. Leslie Newman

Title: CEO

Phone: 617-965-8450

Fax: 617-969-0174

Established: 1981

Mass. Employees: 12

Product Description:

Provides software development and consulting for investors. Software product is an object-oriented language for investment analysis.

Inpro Engineering, Inc.

165 New Boston Street, Suite 234
Woburn, MA 01801

Contact: Mr. Edward Mangiaratti

Title: President

Phone: 617-933-9228

Fax: 617-937-0908

Established: 1988

Mass. Employees: 5

Product Description:

Provides software project consulting and software engineering implementation services to industrial automation markets. Services include factory automation, CIM, FMS and real-time controls.

Inscribe, Inc.

222 Third Street
Cambridge, MA 02142

Contact: Mr. Joseph Sieber

Title: CEO

Phone: 617-868-2744

Fax: 617-868-5743

Established: 1986

Mass. Employees: 25

Product Description:

Designs calligraphy software.

Integrated Management Resources

119 Adams Drive

Stow, MA 01775

Contact: Mr. Michael Maynard

Title: CEO/President

Phone: 508-897-7064

Fax: 508-897-4804

Established: 1986

Mass. Employees: 2

Product Description:

Develops and implements manufacturing resources planning systems including custom software; systems management; business, manufacturing and computer consulting; applications systems; and user training.

Integrated Software Design, Inc.

171 Forbes Blvd

Mansfield, MA 02048

Contact: Mr. Ramin Khoshatefeh

Title: President

Phone: 508-339-4928

Fax: 508-339-2257

Established: 1982

Mass. Employees: 25

Product Description:

Develops barcoding products, including software for producing barcodes and barcoded labels. Also manufactures fixed asset management software. Provides documentation, training, installation and extended service.

Intel Corp.

3 Carlisle Road

Westford, MA 01886

Contact: Mr. Jack Scotnicki

Title: Manager

Phone: 508-692-0960

Fax: 508-692-7867

Established: 1968

Mass. Employees: 80

Product Description:

Provides sales, service and training facility for microprocessor manufacturer.

Intelco Corp.

8 Craig Road

Acton, MA 01720

Contact: Mr. George Chryssis

Title: President

Phone: 508-264-4485

Fax: 508-264-9677

Established: 1985

Mass. Employees: 15

Product Description:

Manufactures fibre optic and high speed digital communications test equipment.

Intellution, Inc.

315 Norwood Park South

Norwood, MA 02062

Contact: Mr. Stephen Rubin

Title: CEO/President

Phone: 617-769-8878

Fax: 617-769-1990

Established: 1980

Mass. Employees: 100

Product Description:

Manufactures PC-based, multi-tasking industrial control software, offering distributed process control functions required by industrial applications.

Intentional Educations, Inc.

341 Mt. Auburn Street

Watertown, MA 02172

Contact: Mr. Peter Dublin

Title: President

Phone: 617-923-7707

Fax: 617-923-8525

Established: 1986

Mass. Employees: 10

Product Description:

Develops educational software.

Interaction Systems Inc

86 Coolidge Avenue

Watertown, MA 02172

Contact: Mr. Michael Marino

Title: President

Phone: 617-923-6001

Fax: 617-923-2112

Established: 1980

Mass. Employees: 20

Product Description:

Manufactures touch sensitive devices

Interactive Systems & Software, Inc.

P.O. Box 348

Danvers, MA 01923

Contact: Mr. Frank Arrington

Title: President

Phone: 508-774-6703

Established: 1979

Mass. Employees: 2

Product Description:

Develops software for graphics applications and provides consulting for engineering and business firms. Designs and builds computerized test equipment systems for engineering and manufacturing. Also offers packaged software for chart generation, device drivers, etc.

Interactive Systems, Inc.

600 Suffolk Street
Lowell, MA 01854

Contact: Mr. Joseph DiMaria
Title: VP Strategic Marketing
Phone: 508-937-8500
Fax: 508-441-1562
Established: 1978
Mass. Employees: 60
Product Description:

Develops applications software for the DEC VAX series, including financial management systems for non-profit and commercial accounting environments. Also develops DEC/VAX utilities including a screen formatter and productivity tools.

Interbase Software Corp.

209 Burlington Road
Bedford, MA 01730

Contact: Mr. James Starkey
Title: President/Eng.
Phone: 617-275-3222
Fax: 617-271-0221
Established: 1984
Mass. Employees: 80
Product Description:

Develops database management systems and tools for workstations and super minicomputers in mixed vendor local area networks.

Interchange Systems, Inc.

4 Militia Drive, Suite 20
Lexington, MA 02173

Contact: Mr. Richard Drisko
Title: President
Phone: 617-862-0010
Fax: 617-862-4184
Established: 1987
Mass. Employees: 12
Product Description:

Develops and markets electronic data interchange software, including payment systems and networks for banking, third-party applications, and corporate payors and suppliers.

Interlan, Inc.

155 Swanson Road
Boxborough, MA 01719

Contact: Mr. Randy Phillips
Title: President
Phone: 508-263-9929
Fax: 508-263-8655
Established: 1981
Mass. Employees: 275
Product Description:

Manufactures boards, cables and software for local area networks, primarily supporting Ethernet.

Interleaf, Inc.

10 Canal Park
Cambridge, MA 02141

Contact: Mr. Robert Weiler
Title: CEO/President
Phone: 617-577-9800
Fax: 617-577-9800
Established: 1981
Mass. Employees: 600
Product Description:

Develops and markets electronic publishing software and systems enabling users to compose, edit and print complex documents containing multiple typefaces and graphics, including charts, diagrams, computer-aided design (CAD) drawings, line art and photographs.

Intermetrics, Inc.

733 Concord Ave.
Cambridge, MA 02138

Contact: Mr. Joseph Saponaro
Title: CEO/President
Phone: 617-576-3266
Fax: 617-547-3879
Established: 1978
Mass. Employees: 28
Product Description:

Develops and markets a line of C programming and PASCAL native and cross-compilers, debuggers and operating systems to meet the requirements of general purpose computing and real-time applications processing.

International LISP Associates, Inc.

114 Mt. Auburn Street
Cambridge, MA 02138

Contact: Mr. Mark Son-Bell
Title: President
Phone: 617-576-1151
Fax: 617-576-2806
Established: 1986
Mass. Employees: 10
Product Description:

Develops system and substrate software and software for language and image processing. Provides custom software development and consulting services. Also provides foreign language conversion.

International Management Services, Inc.

363 E. Central Street

Rte 140

Franklin, MA 02038

Contact: Mr. Raymond Wenig

Title: CEO

Phone: 508-520-1555

Established: 1973

Mass. Employees: 12

Product Description:

Provides technology, planning and evaluation services in communications, information services, artificial intelligence and change management fields. Specializes in decision support software products.

International Parallel Machines

700 Pleasant Street

New Bedford, MA 02740

Contact: Robin Chang

Title: President

Phone: 508-990-2977

Fax: 508-990-2772

Established: 1980

Mass. Employees: 30

Product Description:

Manufactures parallel processing computers.

International Project Management, Inc.

21 Forrest Street

Upton, MA 01568

Contact: Mr. George Blackburn

Title: President/CEO

Phone: 508-529-4845

Fax: 508-529-4845

Established: 1980

Mass. Employees: 1

Product Description:

Develops automated meeting scheduling software and other business applications for the IBM PC.

International Treasury Systems, Inc.

40 Speen Street

Framingham, MA 01701

Contact: Mr. John Marino

Title: CEO/President

Phone: 508-620-9158

Fax: 508-875-6783

Established: 1985

Mass. Employees: 5

Product Description:

Front-office trading systems for commercial and investment bankers and the market participants. Systems are used by foreign currency and money market dealers for real-time deal capture, etc.

Intersystems Corp.

One Memorial Drive

Cambridge, MA 02142

Contact: Mr. Phillip Regon

Title: President

Phone: 617-621-0600

Fax: 617-494-1631

Established: 1977

Mass. Employees: 100

Product Description:

Develops MUMPS-based software for the healthcare and financial industries.

Intertech Engineering Associates

450 Washington Street #103

Dedham, MA 02026

Contact: Mr. David Vogel

Title: President

Phone: 617-461-0500

Fax: 617-329-0302

Established: 1982

Mass. Employees: 7

Product Description:

Provides contract research and development services for hardware and software products.

Intex Solutions, Inc.

161 Highland Ave.

Needham, MA 02194

Contact: Mr. Tony Hatoun

Title: President/CEO/CFO

Phone: 617-449-6222

Fax: 617-444-2318

Established: 1985

Mass. Employees: 20

Product Description:

Develops enhancement products for Lotus 1-2-3 and Symphony, enhancement products for SQL/DB2 and econometric modeling software.

IOCS, Inc.

400 Totten Pond Road

Waltham, MA 02254

Contact: Mr. Thomas Farrington

Title: CEO/President

Phone: 617-890-2299

Fax: 617-890-0819

Established: 1969

Mass. Employees: 221

Product Description:

Designs voice processing systems with voice response and voice mail features. System allows access of database information through touch-tone telephones. Also provides systems integration and consulting services in the areas of office automation, information management, etc.

Iomega Corp.

945 Concord Street

Framingham, MA 01701

Contact: Mr. Kevin O'Haire

Title: Regional Sales Manger

Phone: 508-620-9090

Fax: 508-626-2495

Established: 1981

Mass. Employees: 3

Product Description:

Sales office for manufacturer of disk drive subsystems and cartridges.

IPL Systems, Inc.

360 Second Avenue

Waltham, MA 02154

Contact: Mr. Robert Norton

Title: President

Phone: 617-487-2000

Fax: 617-890-1405

Established: 1973

Mass. Employees: 92

Product Description:

Manufacture IBM compatible add-in memory products and cartridge drives for System 3, 43 and AS400. Also manufactures tape drive back-up systems.

Iris Associates

1 Technology Park

Westford, MA 01886

Contact: Mr. Raymond Ozzie

Title: CEO

Phone: 508-692-2800

Fax: 508-692-7365

Established: 1984

Mass. Employees: 14

Product Description:

Develops microcomputer software including groupware and electronic mail systems.

Iris Graphics Corp.

6 Crosby Drive

Bedford, MA 01730

Contact: Mr. Alphonse Lucchese

Title: President

Phone: 617-275-8777

Fax: 617-275-8590

Established: 1984

Mass. Employees: 103

Product Description:

Manufactures high-speed, high-resolution color ink jet printers.

Irwin Brendler & Associates (IBA)

12 Library Street

Framingham, MA 01701

Contact: Mr. Irwin Brendler

Title: Principal

Phone: 508-875-1100

Fax: 508-626-1797

Established: 1969

Mass. Employees: 50

Product Description:

Develops custom software for the retail industry. Applications include unit control, merchandising, accounting and warehousing.

ISI Systems, Inc.

161 Forbes Road

Braintree, MA 02184

Contact: Mr. Charles Johnston

Title: Chairman/President

Phone: 617-848-4620

Fax: 617-849-2948

Established: 1969

Mass. Employees: 300

Product Description:

Develops, markets and maintains processing services & proprietary and customized applications software for the insurance industry. Services include policy processing, billing and expert systems for underwriting policies.

Isoreg Corp.

410 Great Road

P.O. Box 486

Littleton, MA 01460

Contact: Mr. Emil Rechsteiner

Title: President

Phone: 508-486-9483

Fax: 508-486-3539

Established: 1972

Mass. Employees: 42

Product Description:

Manufacture power protection and distribution systems.

Isotronics, Inc.

105 Samuel Barnet Blvd

New Bedford, MA 02745

Contact: Mr. Dennis Hanley

Title: Vice President

Phone: 508-998-2000

Fax: 508-998-2839

Established: 1962

Mass. Employees: 270

Product Description:

Manufactures hybrid microcircuit packages

Javelin Software Corp.

200 Fifth Avenue
Waltham, MA 02154

Contact: Mr. Robert Firmin
Title: President
Phone: 617-890-1100
Fax: 617-494-8404
Established: 1983

Product Description:

Develops financial analysis and reporting software with spreadsheet and database functions.

John Snow, Inc.

210 Lincoln Street
Boston, MA 02111

Contact: Mr. Joel Lamstein
Title: President
Phone: 617-482-9485
Fax: 617-482-0617
Established: 1978

Mass. Employees: 83

Product Description:

Develops software systems for healthcare and non-profit organizations. Products include a medical information system for community health centers and private practices and a fundraising system for non-profit organizations.

Jonas and Erickson Software Technology, Inc.

161 Worcester Road
Framingham, MA 01701

Contact: Mr. Sam Coluccio
Title: Vice President
Phone: 508-872-0473
Established: 1977

Mass. Employees: 14

Product Description:

Develops real estate applications software for property management, construction and hospitality industries.

Jupiter Technology, Inc.

78 Fourth Avenue
Waltham, MA 02154

Contact: Mr. Joseph Nash
Title: Vice President, Marketing
Phone: 617-684-9405
Fax: 617-890-7633
Established: 1983

Mass. Employees: 54

Product Description:

Manufacture data communications systems for compatible and noncompatible computers, terminals and networks.

Jurisoft, Inc.

955 Massachusetts Avenue
Cambridge, MA 02139

Contact: Mr. Richard Anders
Title: President
Phone: 617-864-6151
Fax: 617-661-0630
Established: 1984

Mass. Employees: 16

Product Description:

Designs, develops & markets word processor enhancement products for legal & general business markets. Applications include document comparison & redlining, verification of citation form in legal documents and a generator of table authorities for legal briefs.

K & C Systems, Inc.

187 Ballardvale Street
Wilmington, MA 01887

Contact: Mr. Jack Cahill
Title: President/COO
Phone: 508-658-2000
Fax: 508-658-0418
Established: 1974

Mass. Employees: 11

Product Description:

Designs and develops custom software for business applications on IBM 3X, AS-400, PCs and compatibles. Full service company providing sales and services of IBM equipment.

K & M Electronics Inc.

11 Interstate Drive
West Springfield, MA 01089

Contact: Mr. James Knak
Title: President
Phone: 413-781-1350
Fax: 413-737-0608
Established: 1974

Mass. Employees: 700

Product Description:

Manufactures high voltage miniature power supplies and components.

K A O Information Systems

Grissom Road
N. Plymouth, MA 02360

Contact: Mr. Peter McGuirk
Title: President
Phone: 508-747-5520
Fax: 508-747-5521
Established: 1986

Mass. Employees: 200

Product Description:

Manufactures floppy disks and provides software duplication services.

Kalman Saffran Associates, Inc.

1841 Commonwealth Avenue
Newton, MA 02166

Contact: Mr. Kalman Saffran

Title: President

Phone: 617-527-2226

Fax: 617-527-2226

Established: 1978

Mass. Employees: 90

Product Description:

Provides advanced electronics, software, mechanical engineering and information systems consulting services.

Kaye Instruments Incorporated

15 DeAngelo Drive
Bedford, MA 01730

Contact: Mr. Thomas Liebermann

Title: President

Phone: 617-275-0300

Fax: 617-275-9024

Established: 1955

Mass. Employees: 100

Product Description:

Manufactures process control/management products that provide measurement and control of temperature. Products include data loggers, process management systems, computer based workstations for acquisition and control.

Keane, Inc.

10 City Square
Boston, MA 02129

Contact: Mr. John Keane

Title: CEO

Phone: 617-241-9200

Fax: 617-241-9507

Established: 1965

Mass. Employees: 226

Product Description:

Designs and develops software for banks, insurance institutions and other industries through its Information Service Division (ISD). Services include project management and training, technical skills and database expertise.

Keltron Corporation

225 Crescent St
Waltham, MA 02154

Contact: Mr. David Wilbourn

Title: Chairman

Phone: 617-894-8700

Fax: 617-899-9602

Established: 1961

Mass. Employees: 160

Product Description:

Manufactures custom high voltage power supplies, fire and security systems, monitoring equipment and printers for OEMs.

Kern International, Inc.

190 Duckhill Road
Duxbury, MA 02332

Contact: Mr. Bernard Korites

Title: CEO

Phone: 617-871-4982

Fax: 617-934-2452

Established: 1982

Mass. Employees: 5

Product Description:

Develops and publishes educational, engineering and scientific software, tutorials and books.

Kevlin Microwave Corp.

5 Cornell Place
Wilmington, MA 01887

Contact: Mr. Arthur Williams

Title: President

Phone: 508-657-3900

Fax: 508-658-5170

Established: 1981

Mass. Employees: 85

Product Description:

Manufacture microwave devices used in military and non-military radar systems.

Keytek Instrument Corp.

260 Fordham Road
Wilmington, MA 01887

Contact: Mr. Peter Richman

Title: President

Phone: 508-658-0880

Fax: 508-657-4803

Established: 1975

Mass. Employees: 50

Product Description:

Manufactures high voltage energy test equipment for the computer and communications industries.

Konelar Corp.

P.O. Box 267
Bedford, MA 01730

Contact: Mr. Kenneth Pruyn

Title: President

Phone: 617-275-3939

Established: 1982

Mass. Employees: 4

Product Description:

Develops minicomputer software, specializing in technical systems software, and test and control systems.

Kronos, Inc.

62 Fourth Avenue
Waltham, MA 02154

Contact: Mr. Mark Ain

Title: CEO

Phone: 617-890-3232

Fax: 617-890-8768

Established: 1977

Mass. Employees: 200

Product Description:

Manufactures PC-based time accounting systems that automate collection and calculation of labor hours for paycheck generation and labor tracking. Markets include manufacturing, hospitality, retail, healthcare and other markets.

Kurzweil Applied Intelligence, Inc.

411 Waverly Oaks Road
Waltham, MA 02154

Contact: Mr. Raymond Kurzweil

Title: CEO

Phone: 617-893-5151

Fax: 617-893-6525

Established: 1982

Mass. Employees: 75

Product Description:

Manufactures and distributes voice recognition hardware and software, including a turnkey system designed for radiologists to dictate, edit and print accurate radiology reports quickly.

Kurzweil Computer Products

185 Albany Street
Cambridge, MA 02139

Contact: Mr. James McGowan

Title: President

Phone: 617-864-4700

Fax: 617-864-4186

Established: 1974

Mass. Employees: 120

Product Description:

Manufactures reading software machines and optical scanners.

L C S Telgraphics

150 Rogers Street
Cambridge, MA 02142

Contact: Mr. Robert Dezmelyk

Title: President

Phone: 617-225-7970

Fax: 617-225-7969

Established: 1980

Mass. Employees: 8

Product Description:

Offers an IBM/Microsoft compatible mouse driver and AutoCad compatible ADI drivers for windows. Also provides mouse menu program test and installation software, and other related mouse and tablet programs.

L S I Logic Corp.

1601 Trapelo Road
Waltham, MA 02154

Contact: Mr. Steve Pratt

Title: Sales Manager

Phone: 617-890-0180

Fax: 617-890-6158

Established: 1981

Mass. Employees: 36

Product Description:

Manufactures application specific integrated circuits.

L-Com, Inc.

1755 Osgood Street
N. Andover, MA 01845

Contact: Mr. Alfred Contarino

Title: President

Phone: 508-682-6936

Fax: 508-689-9484

Established: 1983

Mass. Employees: 20

Product Description:

Manufactures data cables, interconnection devices and computer accessories.

Laboratory Technologies Corp.

400 Research Drive
Wilmington, MA 01887

Contact: Mr. Frederick Putnam

Title: CEO/COO/CFO

Phone: 508-657-5400

Fax: 508-658-9972

Established: 1981

Mass. Employees: 30

Product Description:

Develops integrated, PC-based data acquisition and industrial process monitoring and control software for scientific, engineering and manufacturing applications. Applications include machine control, supervisory control, process monitoring, etc.

LabPro Systems

55 Wheeler Street

Cambridge, MA 02138

Contact: Mr. Bruce Fowler

Title: President

Phone: 617-868-8582

Established: 1987

Mass. Employees: 4

Product Description:

Provides a modular laboratory automation management system covering the three areas of laboratory automation: data management, instrument control, and sample handling. The LabPro system uses SQL database, Lotus spreadsheet, and Lotus Measure.

Language Processors, Inc./Liant

959 Concord Street

Framingham, MA 01701-4613

Contact: Mr. Don Dudley

Phone: 508-626-0006

Fax: 508-626-2221

Established: 1980

Mass. Employees: 50

Product Description:

Develops COBOL, C, BASIC, FORTRAN, PASCAL, PL/1, RPGII and other development tools. Markets include computer manufacturers, the federal government, application developers and software distributors.

Language Technology, Inc.

27 Congress Street

Salem, MA 01970

Contact: Mr. David Barber

Title: CEO/President

Phone: 508-741-1507

Fax: 508-741-1818

Established: 1984

Mass. Employees: 47

Product Description:

Provides CASE products to the IBM mainframe market including a COBOL structuring tool which automatically transforms difficult to maintain, unstructured COBOL into structured COBOL.

Layered, Inc.

529 Main Street

Boston, MA 02129

Contact: Mr. William Savoy

Title: President

Phone: 617-242-7700

Fax: 617-242-7747

Established: 1983

Mass. Employees: 75

Product Description:

Publishes integrated accounting software for Apple Macintosh personal computers. Applications include accounts receivable and billing, accounts payable, general ledger, time billing and inventory.

Learningways, Inc.

222 Third Street

Cambridge, MA 02142

Contact: Mr. Art Bardive

Title: President

Phone: 617-576-3007

Fax: 617-576-4626

Established: 1987

Mass. Employees: 20

Product Description:

Designs and develops educational software.

Legal Data Systems, Inc.

50 Franklin Street

Boston, MA 02110

Contact: Mr. Stephen Daar

Title: Trustee

Phone: 617-426-1040

Fax: 617-426-9286

Established: 1974

Mass. Employees: 15

Product Description:

Develops software and provides turnkey systems for law office automation. Applications include client accounting, general ledger, payables, conflict and docket, and other business applications.

Legal Support Services Corp.

110 Broad Street

Boston, MA 02110

Contact: Mr. Bernard Adams

Title: President

Phone: 617-350-0460

Fax: 617-350-8968

Established: 1983

Mass. Employees: 15

Product Description:

Develops law office automation software, including calendar and docket programs, case management systems, conflict checking and litigation support systems.

Letech Design Associates

17 Wilson Street #6
Chelmsford, MA 01824

Contact: Mr. Lyle Tompkins

Title: President

Phone: 508-250-1000

Fax: 508-250-0993

Established: 1986

Mass. Employees: 9

Product Description:

Provides CAD design of both mechanical and printed circuit boards. Also offers support and CBT training on CAD software, schematic capture and general business applications.

Lewtan Technologies, Inc.

125 Technology Dr. #2A
Waltham, MA 02254

Contact: Mr. Stewart Lewtan

Title: CEO

Phone: 617-894-9800

Fax: 617-891-7134

Established: 1986

Mass. Employees: 10

Product Description:

Provides consulting services and software products for financial institutions, with emphasis on asset backed securities and asset sales. Offers single and multi-user systems.

Lexi Computer Systems Corp.

231 Sutton Street
North Andover, MA 0
LFE Industrial Systems Division
55 Green Street
Clinton, MA 01510

Contact: Mr. Richard Smith

Title: General Manager

Phone: 508-835-1000

Fax: 508-835-1176

Established: 1946

Mass. Employees: 150

Product Description:

Manufactures, sells, and services computer-integrated manufacturing (CIM) systems for web forming industries such as paper, film and sheet extrusion, coating, calendaring and non-woven fabrics.

Lifestyle Management Reports, Inc.

368 Congress Street
Boston, MA 02210

Contact: Mr. James Gillis

Title: CEO

Phone: 617-451-0440

Fax: 617-451-2426

Established: 1985

Mass. Employees: 6

Product Description:

Offers central processing service for personal and group health reports. Holds Apple Mac II and IBM software licenses to generate personal health reports for the employee market and to operate a fitness facility.

Lincoln & Co., A.J.

29 Domino Drive
Concord, MA 01742

Contact: Mr. A. James Lincoln

Title: President

Phone: 508-369-1441

Fax: 508-371-2287

Established: 1978

Mass. Employees: 10

Product Description:

Develops electronic imaging technology; develops data, image, speech, and text processing systems. Also develops controllers for impact and non-impact printers.

Lista International Corp.

106 Lowland St
Holliston, MA 01746

Contact: Mr. C.D. Peterson

Title: Chairman

Phone: 508-429-1350

Fax: 508-626-0353

Established: 1968

Mass. Employees: 160

Product Description:

Manufactures storage systems

Littlefield Associates

38 Cutter Street
Somerville, MA 02145

Contact: Mr. James Littlefield

Title: Senior Partner

Phone: 617-666-4026

Established: 1985

Mass. Employees: 2

Product Description:

Provides hardware and software design, including real time system and microprocessor systems design. Offers contract R & D, C programming and UNIX-based programming, PC network maintenance, support and training.

Logica Data Architects, Inc.

245 Winter Street

Waltham, MA 02154

Contact: Mr. Martin Cooperstein

Title: Chairman

Phone: 617-890-7730

Fax: 617-890-5034

Established: 1967

Mass. Employees: 275

Product Description:

Provides solutions for the banking and financial services, insurance and telecommunications industries. Specializes in professional consulting services, custom software systems and software products.

Logica Technology Systems, Inc.

372 Washington Street

Wellesley Hills, MA 02181

Contact: Mr. Robert Reid

Title: President

Phone: 617-235-2424

Fax: 617-237-9763

Established: 1986

Mass. Employees: 60

Product Description:

Develops custom software for communications and defense industries. Applications include image and signal processing, funds transfer and knowledge-based systems.

Logical Software, Inc.

P.O. Box 905

Cambridge, MA 02238

Contact: Ms. Ilona Lappo

Title: President

Phone: 617-354-6927

Fax: 617-347-1431

Established: 1981

Mass. Employees: 3

Product Description:

Develops relational database management system, UNIX interfaces and other software for UNIX operating systems.

Logos Corp.

One Dedham Place

Dedham, MA 02026

Contact: Mr. William Hohenstein

Title: CEO/President

Phone: 617-326-7600

Fax: 617-326-9341

Established: 1969

Mass. Employees: 15

Product Description:

Develops and markets language translation software. LOGOS translates documents into French, German and Spanish automatically, operating on IBM mainframe and Wang or Unisys minicomputers.

Lomas Data Products, Inc.

182 Cedar Hill Street

Marlborough, MA 01752

Contact: Ms. Beverly Lomas

Title: President

Phone: 508-460-0333

Fax: 508-460-0616

Established: 1980

Mass. Employees: 6

Product Description:

Manufactures computer systems and add-on boards for PC Bus and S1000 Bus applications. Products include single and multi-user systems, CAD systems, PC graphic boards, disk controllers and CPUs. Also manufactures S100 busboards.

Lorron Corp.

44 Mall Road

Burlington, MA 01803

Contact: Mr. Ronald Massa

Title: President

Phone: 617-229-7844

Fax: 617-229-0437

Established: 1984

Mass. Employees: 6

Product Description:

Provides specialized software to assist architects, engineers and security specialists in the design of secure facilities. The software is directed towards bomb detection. Also provides consulting and research and development services.

Lotus Development Corp.

55 Cambridge Parkway
Cambridge, MA 02142

Contact: Mr. James Manzi

Title: Chairman/CEO/President

Phone: 617-577-8500

Fax: 617-225-1607

Established: 1982

Mass. Employees: 3000

Product Description:

Develops and markets business applications software.

Products include Lotus 1-2-3, Symphony, Jazz, Signal, Metro, Manuscript, HAL and others. Services include information libraries on computer disk, on-site consulting, custom applications, etc.

Low Key Corp.

105 Maplewood Ave.
Gloucester, MA 01930

Contact: Mr. Donald Cutter

Title: President

Phone: 508-281-0448

Fax: 508-281-6321

Established: 1981

Mass. Employees: 20

Product Description:

Manufactures membrane keyboards.

Lucas Epsco, Inc.

99 South Street
Hopkinton, MA 01748

Contact: Mr. Wayne Coffin

Title: President

Phone: 508-435-2400

Fax: 508-435-2022

Established: 1961

Mass. Employees: 100

Product Description:

Manufacture microwave components and subsystems for satellite communications systems.

M P M Corp.

10 Forge Park
Franklin, MA 02038

Contact: Mr. Thomas, S. Bagley

Title: President

Phone: 508-520-6999

Fax: 508-520-2288

Established: 1968

Mass. Employees: 48

Product Description:

Designs, manufactures and markets screen printers, PCB handling equipment, screen cleaners and air abrasive trimmers for use by electronics manufacturers in the fabrication of printed circuit boards and hybrid circuits.

Machine Evolution Corp.

P. O. Box N
Astor Station
Boston, MA 02123

Contact: Mr. Franze Epps

Title: President

Phone: 617-266-5356

Fax: 617-266-8760

Established: 1980

Mass. Employees: 3

Product Description:

Designs, manufactures and markets data communication and collection devices for the retail industry.

Made-It Associates

40 West Street
Lunenburg, MA 01462

Contact: Mr. Harold Stinehelfer Sr.

Title: CEO/President

Phone: 508-582-9920

Established: 1980

Mass. Employees: 4

Product Description:

Develops software used for measurement and analysis in the time domain: systems convert frequency to time domain for micro-computer analysis. Users HP Automatic Network Analyzers Programmed key and mnemonic code control provides frequency and time-domain analysis.

MAI Basic Four, Inc.

690 Canton Street, #120
Westwood, MA 02090

Contact: Mr. Tom Buie

Title: Sales Manager

Phone: 617-329-3800

Fax: 617-329-7158

Established: 1970

Mass. Employees: 40

Product Description:

Manufactures computers for business and inventory control.

Mainframe Software Products, Inc.

135 Glen Road
Wellesley, MA 02181

Contact: Mr. Al Devito

Title: President

Phone: 617-239-0288

Fax: 617-239-0289

Established: 1984

Mass. Employees: 5

Product Description:

Develops and markets software development tools for data processing departments of companies that use IBM mainframe systems.

Mainstream Software Corp.

411 Waverley Oaks Road
Waltham, MA 02154

Contact: Mr. Marin Gabrielli

Title: President

Phone: 617-576-7800

Fax: 617-894-2353

Established: 1983

Mass. Employees: 75

Product Description:

Supplies software for CIM applications, specializing in the automotive, food processing and consumer goods industries. Also provides research and development, and application engineering services.

Manage, Inc.

40 Nichols Road

P.O. Box 175

Chicopee, MA 01014

Contact: Ms. Annette Manning

Title: President

Phone: 413-592-9123

Fax: 413-594-4891

Established: 1973

Mass. Employees: 43

Product Description:

Manufacture fibre optic communications equipment.

Management & Planning Systems, Inc.

82 Maple Street

Springfield, MA 01105

Contact: Mr. Robert Leverett

Title: CEO/COO

Phone: 413-739-5659

Established: 1974

Mass. Employees: 3

Product Description:

Provides management & computer consulting. Specializes in municipal management & human service delivery systems. Offers training on microcomputer systems including word processing, database and electronic spreadsheets.

Management Computer Services

103 Minott Road

Westminster, MA 01473

Contact: Ms. Phyllis Maki

Title: CEO

Phone: 508-874-5552

Established: 1965

Mass. Employees: 1

Product Description:

Provides software development and consulting for manufacturing and sales departments of organizations.

Management Systems, Inc.

997 River Road Box 505

Agawam, MA 01001

Contact: Mr. Raymond Reilly

Title: President

Phone: 413-786-7700

Established: 1978

Mass. Employees: 3

Product Description:

VAR for legal firms, fuel and oil dealers, wholesale distributors and accounting firms. Develops business applications software for these industries.

Manager Software Products, Inc.

131 Hartwell Avenue

Lexington, MA 02173

Contact: Mr. David DeCosta

Title: CEO

Phone: 617-863-5800

Fax: 617-861-6130

Established: 1966

Mass. Employees: 40

Product Description:

Develops CASE systems software for applications development. Provides training, education and online documentation.

Manassa Systems, Inc.

530 Warren Street

P.O. Box 245

Boston, MA 02121

Contact: Ms. Pearlie B Manassa

Title: CEO/President

Phone: 617-445-6100

Established:

Mass. Employees: 20

Product Description:

Designs software development tools & systems. Provides services, including computer & data processing, computer programming, pre-packaged software, computer integrated systems design & facilities management.

Mannesman Tally

233 Needham Street

Newton, MA 02164

Contact: Mr. Marty Laird

Title: Marketing

Phone: 617-965-1160-

Established: 1949

Mass. Employees: 15

Product Description:

Markets and manufactures computer printers for PCs and mainframes.

Manufacturers Technologies, Inc.

59 Interstate Drive
West Springfield, MA 01089

Contact: Mr. Thomas Charkiewicz

Title: CEO

Phone: 413-733-1972

Fax: 413-739-9250

Established: 1983

Mass. Employees: 25

Product Description:

Manufactures computer-aided cost estimating systems for manufacturing applications, including assembly, welding, sheet metal and screw machine work. Also develops software to estimate parts volumes and weights.

Manufacturing Technology

94 Bridge Street
Newton, MA 02158

Contact: Mr. John Kelley

Title: President

Phone: 617-964-9020

Fax: 617-332-8819

Established: 1987

Mass. Employees: 10

Product Description:

Develops and markets hardware and software for process control of wave soldering machines.

Marcam Corp.

95 Wells Avenue
Newton, MA 02159

Contact: Mr. Paul Margolis

Title: President

Phone: 617-965-0220

Fax: 617-965-7273

Established: 1980

Mass. Employees: 180

Product Description:

Provides applications software for process industries, including a manufacturing planning and control system. Also provides education, programming and consulting services.

Marinecomp, Inc.

Shipyards Lane
Cataumet, MA 02534

Contact: Mr. Ed Doherty

Title: President

Phone: 508-563-7342

Fax: 508-563-6493

Established: 1983

Mass. Employees: 3

Product Description:

Develops business software for the marine industry, including accounting, inventory control, point-of-sale, marina management, service billing and boat sales.

Mark of the Unicorn, Inc.

222 Third Street
Cambridge, MA 02142

Contact: Mr. Robert Nathaniel

Title: CEO

Phone: 617-576-2760

Established: 1981

Product Description:

Develops software for communications, word processing and music applications.

Market Planning Group, The

700 Longuates Drive
Norwell, MA 02061

Contact: Ms. Kathleen Pasley

Title: CEO

Phone: 617-982-1585

Fax: 617-982-9892

Established: 1984

Mass. Employees: 10

Product Description:

Develops software for direct marketing, insurance and other industries.

Marketing Decisions, Inc.

275 Wyman Street
Waltham, MA 02154

Contact: Mr. Eugene Lysak

Title: CEO

Phone: 617-890-9522

Fax: 617-890-9570

Established: 1977

Mass. Employees: 20

Product Description:

Provides software, marketing and other consulting services to US and European corporations.

Marposs Techno Inc.

295 Edgewater Dr
Wakefield, MA 01880

Contact: Mr. Gianni Tubertini

Title: President

Phone: 617-246-7767

Fax: 617-246-0224

Established: 1986

Mass. Employees: 10

Product Description:

Provides research and development for electronic gauges, including hardware and software.

Marsoft, Inc.

125 Cambridge Park Drive
Cambridge, MA 02140

Contact: Mr. Arlie Sterling
Title: President
Phone: 617-661-8300
Fax: 617-661-1341
Established: 1985
Mass. Employees: 15

Product Description:

Writes PC-based decision support systems for the maritime industry. Product focuses on asset management, vessel positioning and fleet management. Major centers are located in Norway, the United Kingdom, Greece, Hong Kong and Japan.

MASBO Cooperative Corp.

135 Beaver Street
Waltham, MA 02154

Contact: Mr. David Keniston
Title: Marketing
Phone: 617-891-1999
Fax: 617-891-4499
Established: 1973

Product Description:

Provides facilities and project management to municipal governments and public schools. Develops administration management software.

Mass Tech Times, Inc.

755 Mt. Auburn Street
Watertown, MA 02172

Contact: Mr. Douglas Green
Title: President/Co-Publisher
Phone: 617-924-5100
Fax: 617-923-3008
Established: 1982
Mass. Employees: 15

Product Description:

Researches and publishes regional directories and databases of high technology companies. Publishes Mass High Tech, a bi-weekly newspaper providing coverage of the high tech industry in New England.

Mast Microwave

15 Alexander Road
Billerica, MA 01821

Contact: Mr. Chris Theophile
Title: President
Phone: 508-663-7170
Fax: 508-663-2067
Established: 1979
Mass. Employees: 40

Product Description:

Manufacture rotary joints, wave guide components, connectors and cable assemblies for the microwave industry.

Matchups

16 Oak Road
Medford, MA 02155

Contact: Mr. Alan Frank
Title: Proprietor
Phone: 617-295-4190
Established: 1983
Mass. Employees: 3

Product Description:

Provides word game software for Macintosh, IBM PCs and compatibles, including crossword-style word games.

Mathsoft, Inc.

201 Broadway
Cambridge, MA 02139

Contact: Mr. David Blohm
Title: CEO
Phone: 617-577-1017
Fax: 617-577-8829
Established: 1985
Mass. Employees: 35

Product Description:

Provides technical computing software products that reduce the time performing and documenting calculations. Products are available for both PCs and workstations. Mathematical applications include engineering, finance, chemistry, physics and economics.

Mathworks, Inc., The

21 Eliot Street
South Natick, MA 01760

Contact: Mr. John Little
Title: President
Phone: 508-653-1415
Fax: 508-653-2997
Established: 1984
Mass. Employees: 40

Product Description:

Develops engineering, scientific and mathematical software for personal computers, Sun workstations and VAX computers. Products integrate numerical analysis, matrix, computation, signal processing and graphics.

Matra Datavision, Inc.

2 Highwood Drive
Tewksbury, MA 01876

Contact: Mr. Charles Shue
Title: President/CEO
Phone: 508-640-0940
Fax: 508-640-0836
Established: 1979
Mass. Employees: 30

Product Description:

Develops and markets advanced CAD/CAM products and installs CAD/CAM systems based on solid modeling. Products offer solutions in solid and advance modeling, drafting and documentation, parametric design, mechanism design, numerical control, etc.

Matrix Software

One Mass. Technology Center
Boston, MA 02128

Contact: Mr. Vincent Garofalo
Title: CEO
Phone: 617-567-0037
Fax: 617-561-9239
Established: 1981
Mass. Employees: 19

Product Description:

Develops systems and applications software for microcomputers.

Maverick Software, Inc.

P.O. Box 998
Melrose, MA 02176

Contact: Mr. Peter Ricker
Title: CEO
Phone: 617-662-0856
Established: 1982
Mass. Employees: 6

Product Description:

Publishes software for the IBM PC and compatibles, including a printing utility, a keyboard and a security product.

Maxcom USA, Inc.

275 Wyman Street
Waltham, MA 02154

Contact: Mr. Andre de Fusco
Title: President
Phone: 617-890-8822
Fax: 617-890-3705
Established: 1983
Mass. Employees: 10

Product Description:

Operates international electronic communications service which offers electronic mail, telex and fax. Also offers business communication systems, including in-house electronic messaging system, voice synthesis, consulting and software development service as well as PC-based office automation systems. Products include front-end communications packages to be used with the MAXlink public service.

Maxtech International Corp.

65 Boston Post Road
Marlborough, MA 01752

Contact: Mr. Sam Chang
Title: President
Phone: 508-481-1722
Fax: 508-481-3916
Established: 1986
Mass. Employees: 3

Product Description:

Markets IBM PC compatibles; manufactures "work-alike" boards at overseas manufacturing sites.

Mayflower Group, The

131 Middlesex Turnpike
Burlington, MA 01803

Contact: Mr. Frank Paolino
Title: President
Phone: 617-270-9000
Established: 1983
Mass. Employees: 10

Product Description:

Develops customized applications software, specializing in customer and sales tracking systems designed to run on network systems.

Mc Court Cable Systems, Inc.

Two H Street
Boston, MA 02127

Contact: Mr. David McCourt
Title: President
Phone: 617-268-4556
Established: 1982
Mass. Employees: 30

Product Description:

Designs, installs and services private network systems.

McCracken Computer, Inc.

10 Mall Road
Burlington, MA 01803

Contact: Mr. Frank McCracken

Title: CEO

Phone: 617-273-0010

Established: 1971

Mass. Employees: 125

Product Description:

Develops integrated insurance agency management systems. Applications include rating, accounting, claims, and company interface through a single entry policy database. Provides installation, support, contract research and development, trading and documentation.

McSpadden Associates Corp.

1 Faulkner Street
Suite 200
N. Billerica, MA 01862

Contact: Mr. Kenneth V. Graves

Title: Marketing Director

Phone: 508-663-6036

Fax: 508-663-5340

Established: 1980

Mass. Employees: 10

Product Description:

Provides manufacturing software, re-engineering and consulting services.

Medical Information Technology, Inc. (MEDITECH)

Meditech Circle
Westwood, MA 02090

Contact: Mr. A. Neil Pappalardo

Title: CEO/President

Phone: 617-329-5300

Fax: 617-329-9977

Established: 1969

Mass. Employees: 600

Product Description:

Develops software for patient care and financial applications for hospitals. Utilizes MAGIC technology. Services include support, training, documentation and systems implementation.

Medical Management Systems, Inc.

75 Second Avenue, Suite 205
Needham, MA 02194

Contact: Ms. Sylvia R. Leventhal

Title: CEO

Phone: 617-444-0922

Fax: 617-449-5266

Established: 1983

Mass. Employees: 6

Product Description:

Provides sales & support for turnkey systems for medical practice management. Services include consulting on system requirements, customization of hardware training, hardware & software maintenance. Markets include single practitioners, large clinics & hospital depart.

Medical Systems, Inc.

301 Edgewater Pl., #300
Wakefield, MA 01880

Contact: Mr. Judson Pratt

Title: CEO

Phone: 617-245-8944

Fax: 617-246-1744

Established: 1981

Mass. Employees: 27

Product Description:

Software and consulting services for medical groups, clinics and health maintenance organizations. Software includes patient registration and scheduling, accounting, medical records, enrollment claims, utilization reporting and word processing.

Megatech Corporation

29 Cook St
Billerica, MA 01821

Contact: Mr. Vahan Basmajian

Title: President

Phone: 617-273-1900

Fax: 508-663-4925

Established: 1970

Mass. Employees: 11

Product Description:

Designs and manufactures energy and power educational training equipment for commercial applications.

Megatek Corp.

1601 Trapilo Road
Waltham, MA 02154

Contact: Mr. Lloyd Hunt
Title: Regional Sales Manager
Phone: 617-890-5522
Fax: 617-890-8841
Established: 1973
Mass. Employees: 6
Product Description:

Sales office for manufacturer of computer workstations.

MEI Associates, Inc.

1050 Waltham Street
Lexington, MA 02173

Contact: Mr. Peng-Siu Mei
Title: CEO
Phone: 617-862-3390
Fax: 617-862-5053
Established: 1980
Mass. Employees: 85
Product Description:

Develops custom software and provides computer-related consulting services to government and commercial organizations. Also provides systems analysis programming for mainframes to microcomputers.

Memodyne Corp.

20 Ossipee Road
Newton Up.Falls, MA 02164

Contact: Mr. Charles Ahern
Title: President
Phone: 617-964-6556
Fax: 617-964-2444
Established: 1971
Mass. Employees: 20
Product Description:

Manufactures thermal printers and digital cassettes for commercial and industrial applications.

Memotek Datacom, Inc.

40 High Street
N. Andover, MA 01845

Contact: Mr. Gus Topalidas
Title: Executive Vice-President, General Manager
Phone: 508-681-0600
Fax: 508-681-0660
Established: 1986
Mass. Employees: 250
Product Description:

Manufactures modems, networks and network systems. Provides other data communications services.

Merchandata Group

33 Dover Street
P.O. Box 4136
Brockton, MA 02403

Contact: Mr. Sidney S. Stogel
Title: CEO
Phone: 508-588-9500
Fax: 508-583-4436
Established: 1978
Mass. Employees: 6
Product Description:

Develops interactive decision support software tailored to the retail merchandise planning function. Program is used to plan, track and balance merchandising components, including stock, sales, receipts, make-up and margin.

Mercury Computer Systems, Inc.

600 Suffolk Street
Lowell, MA 01854

Contact: Mr. James Bertelli
Title: President
Phone: 508-458-3100
Fax: 508-458-9580
Established: 1982
Mass. Employees: 105
Product Description:

Manufacture co-processors for microcomputer workstations.

Meta Software Corp.

150 Cambridge Park Drive
Cambridge, MA 02140

Contact: Mr. Robert Shapiro
Title: CEO
Phone: 617-576-6920
Fax: 617-576-0519
Established: 1985
Mass. Employees: 20
Product Description:

Produces computer applications that apply graphical techniques to system design and simulation. Products include a graphics and text handling program for the development of systems, CIM planning and simulation. Specific applications include flow charts, etc.

Metrabyte Corp.

440 Myles Standish Blvd
Taunton, MA 02780

Contact: Mr. Robert Judel
Title: Vice President of Marketing
Phone: 508-880-3000
Fax: 508-880-0179
Established: 1986
Mass. Employees: 150
Product Description:

Manufactures data acquisition boards for IBM PCs.

Micom-Interlan, Inc.

155 Swanson Rd.

Boxborough, MA 01719

Contact: Mr. Romely Phillips

Title: President

Phone: 508-263-9929

Fax: 508-263-8655

Established: 1981

Mass. Employees: 300

Product Description:

Manufacture data communications equipment.

Micro Concepts, Inc.

44 Wood Avenue

Mansfield, MA 02048

Contact: Mr. Isac Varughese

Title: CEO/President

Phone: 508-339-2844

Fax: 508-339-3023

Established: 1987

Mass. Employees: 4

Product Description:

Provides requirements analysis, custom applications, development, installation and maintenance of software, data entry services and drawing entry services. Offers training in word processing, spreadsheets, databases and other application markets.

Micro Strategies, Inc.

352 Village Street

P.O. Box 308

Millis, MA 02054

Contact: Mr. Mahan Singh Khalsa

Title: President

Phone: 508-376-4722

Established: 1981

Mass. Employees: 20

Product Description:

Develops & markets turnkey computer system for retail operations which can be applied to multiple stores & companies & used on single PCs to multi-user systems.

Microcom, Inc.

500 River Ridge Drive

Norwood, MA 02062

Contact: Mr. James Dow

Title: President

Phone: 617-551-1000

Fax: 617-551-1006

Established: 1980

Mass. Employees: 350

Product Description:

Designs and develops software based workstation connectivity products for use with PC engineering workstations and minicomputers. Primary products include protocol modems, LAM bridges and high density network management systems.

Micromentor, Inc.

124 Mt. Auburn Street

University Pl.

Cambridge, MA 02138

Contact: Mr. Eric T. Vogt

Title: President

Phone: 617-868-8500

Fax: 617-497-5716

Established: 1982

Mass. Employees: 25

Product Description:

Designs, develops & delivers customized management education programs that integrate the use of PC technology with business problem solving. Courses address management needs in marketing, sales, & financial services supported by the appropriate relevant technology from package spread sheet software to EIS.

Microsource CAD/CAM, Inc.

400 West Cummings Park

Woburn, MA 01801

Contact: Mr. Charles Skeeel

Title: President

Phone: 617-935-3320

Fax: 617-933-8963

Established: 1985

Mass. Employees: 35

Product Description:

Integrates, markets and services CAD/CAM/CAE micro-based systems. Software products include applications for printed circuit design, schematic capture and other CAD/CAM functions. Provides consulting and training to clients.

Microtouch Systems, Inc.

55 Jonspin Road
 Wilmington, MA 01887
 Contact: Mr. James Logan
 Title: President
 Phone: 508-694-9900
 Fax: 508-694-9980
 Established: 1982
 Mass. Employees: 65
 Product Description:

Manufactures touch screen products and software tools for developing touch screen applications.

Microtrac Systems, Inc.

19 Needham Street
 Newton Highlands, MA 02161
 Contact: Mr. Lars Perkins
 Title: CEO
 Phone: 617-965-4660
 Fax: 617-965-9654
 Established: 1981
 Product Description:

Develops and markets customized database application software for PC-based human resources management. Products include basic tracking systems and add-on function modules. Specialized in networked automation tools for corporate employment offices.

Microwave Engineering Corp.

1429 Osgood Street
 N. Andover, MA 01845
 Contact: Mr. James Herrmann
 Title: CEO
 Phone: 508-685-2776
 Fax: 508-975-4363
 Established: 1968
 Mass. Employees: 68
 Product Description:

Manufacture microwave and millimeter wave passive components and subsystems for the defense and telecommunications industries.

Microway, Inc.

P.O. Box 79
 Kingston, MA 02364
 Contact: Ms. Ann Fried
 Title: President
 Phone: 508-746-7341
 Fax: 508-746-4678
 Established: 1982
 Mass. Employees: 43
 Product Description:

Manufactures math coprocessors for IBM PCs and compatibles. Publishes compilers for 80386-based PCs.

Middlesex General Industries, Inc.

6 Adele Road
 Woburn, MA 01801
 Contact: Mr. George Horn
 Title: President/R & D
 Phone: 617-935-8870
 Established: 1968
 Mass. Employees: 20
 Product Description:

Develops software and supplies automated assembly hardware. Manufactures production equipment for the electronics and thermostat industries. Software products include automated temperature control bats and an automated assembly system.

Mimic, Inc.

P.O. Box 705
 Islington, MA 02090
 Contact: T.G. Berg
 Title: President
 Phone: 617-329-9593
 Established: 1978
 Mass. Employees: 5
 Product Description:

Develops and manufactures voice I/O products.

Miller Minicomputer Services

61 Lakeshore Road
 Natick, MA 01760
 Contact: Ms. Jill Miller
 Title: Partner
 Phone: 508-653-6136
 Established: 1977
 Mass. Employees: 12
 Product Description:

Develops the MMS FORTH system and related software, including word processing, database, expert systems, accounting, games and communications. Also provides turnkey IBM PC and TRS-80 systems.

Mindcraft Publications, Inc.

52 Domino Drive
 Concord, MA 01742
 Contact: Mr. F. L. Mike Harvey
 Title: CEO
 Phone: 508-371-1660
 Fax: 508-371-1660/206
 Established: 1980
 Mass. Employees: 24
 Product Description:

Publishes magazines, books and software for owners of Apple II and Macintosh computers.

Minuteman Software

132 Great Road, Suite 200
Stow, MA 01775

Contact: Ms. Alice Cox
Title: CEO
Phone: 508-897-5662
Fax: 508-897-7562
Established: 1982
Mass. Employees: 4

Product Description:

Develops and distributes simulation software for IBM PCs and compatibles. Major product is a PC implementation of mainframe GPSS language with graphics and animation capabilities.

Mirror Systems, Inc.

2067 Massachusetts Avenue
Cambridge, MA 02140

Contact: Ms. Ginger Kenney
Title: VP of Technical Dev.
Phone: 617-661-0777
Established: 1983
Mass. Employees: 9

Product Description:

Develops custom and off-the-shelf interactive media programs, primarily for the healthcare industry. Applications include sales, management and skills training, and point-of-information systems.

MIS Training Institute, Inc.

498 Concord Street
Framingham, MA 01701

Contact: Mr. Michael Sobol
Title: President
Phone: 508-879-7999
Fax: 508-872-1153
Established: 1978
Mass. Employees: 18

Product Description:

Designs and develops training programs, publications and software, specializing in audit, control and security of information processing systems and organizations.

Mitchell & Gauthier Associates, Inc.

73 Junction Square Drive
Concord, MA 01742

Contact: Mr. Edward Mitchell
Title: Chairman
Phone: 508-369-5115
Fax: 508-369-0013
Established: 1976
Mass. Employees: 25

Product Description:

Manufactures engineering analysis software packages and represents software products of other manufacturers.

Mitre Corp., The

Burlington Road
Bedford, MA 01730

Contact: Mr. Charles Zraket
Title: President
Phone: 617-271-2000
Fax: 617-271-2271
Established: 1958

Product Description:

Performs research, development, engineering & advisory services for federal, state & local government agencies & other organizations to further public interest. Function primarily as system engineers for electronic information systems.

Modgraph, Inc

149 Middlesex Turnpike
Burlington, MA 01803

Contact: Mr. Donald Berman
Title: President
Phone: 617-229-4800
Fax: 617-272-3062
Established: 1981

Mass. Employees: 7

Product Description:

Manufactures high resolution monochrome and color graphics terminals. The terminals emulate Tektronix 4010, 4014, 4015 and DEC VT220/VT100/VT52. Products are targeted at the CAD/CAM/CAE markets with specific applications in design engineering.

Modicon, Inc.

One High Street
N. Andover, MA 01845

Contact: Mr. Paul White
Title: President
Phone: 508-794-0800
Fax: 508-915-9574
Established: 1969

Mass. Employees: 1600

Product Description:

Manufactures computers, integrated cell controllers, industrial area networks and man-made machine interface systems, programmable controllers, motion controllers, servo control, servo positioners, brushless servo amplifiers and application software for industrial automation.

Molecudyne, Inc. (d*lete)

Box 152
 201 Monsignor O'Brien Highway
 Cambridge, MA 02141
 Contact: Mr. Howard Abber
 Title: General Manager
 Phone: 617-491-4529
 Fax: 617-491-4064
 Established:
 Product Description:

Manufacturer of printer ribbons and correction products for typewriters and computer printers under the trade name "D*lete". Their products include correctable single strike and multi-strike film ribbons, type correction fluid, lift-off and cover-up tapes, as well as spooled and cartridged narrow fabric ribbons.

Molex, Inc.

600 W. Cummings Park #6900
 Woburn, MA 01801
 Contact: Mr. Peter Evans
 Title: Regional Sales Manager
 Phone: 617-935-8983
 Fax: 617-932-3857
 Established: 1938
 Mass. Employees: 10
 Product Description:

Sales office for manufacturer of terminals, business machines and instrumentation, ribbon cable, modular interconnecting products, associated equipment and switches.

Momentum Software, Inc.

4 Militia Drive, Suite 20
 Lexington, MA 02173
 Contact: Mr. Richard Drisko
 Title: Chairman/President
 Phone: 617-862-0001
 Fax: 617-862-4184
 Established: 1984
 Mass. Employees: 10
 Product Description:

Develops products for wholesale banking applications including electronics fund transfer. Products include a band address/correspondent lookup system, secure file transmissions and funds transfer initiation software.

Money Management Systems, Inc.

1000 Winter Street
 Waltham, MA 02154
 Contact: Mr. Fraser Chambers
 Title: President
 Phone: 617-890-2070
 Fax: 617-890-1983
 Established: 1977
 Mass. Employees: 60
 Product Description:

Develops real-time foreign exchange trading & acct software. Provides front & back-office capabilities, including exposure monitoring, multi-base currencies, online gain/loss reporting, flexible broker commission tracking & general ledger processing.

Morgenlender Associates

36 Cannon Street
 Newton Highlands, MA 02161
 Contact: Mr. David Morgenlender
 Title: President
 Phone: 617-965-7514
 Established: 1984
 Mass. Employees: 2
 Product Description:
 Develops custom software for micro and minicomputer applications.

Morrell Computer Communications, Inc.

500 W. Cummings Park
 Woburn, MA 01801
 Contact: Mr. George Falardeau
 Title: President
 Phone: 617-935-4048
 Fax: 617-935-5190
 Established: 1983
 Mass. Employees: 5
 Product Description:

Provides consulting and programming, primarily for desktop publishing, property management and accounting applications.

Multi Tasking Systems, Inc.

110 Cedar Street
 Wellesley, MA 02181
 Contact: Mr. Jack Fallon
 Title: Chairman
 Phone: 617-235-2513
 Fax: 617-235-6586
 Established: 1982
 Mass. Employees: 21
 Product Description:

Develops integrated lease accounting and asset management software designed for lessors. Services include consulting, implementation planning, data conversion, and custom code modification.

MultiLink Incorporated

50 Salem Street
Building B
Lynnfield, MA 01940
Contact: Mr. Martin J. Burke
Title: Vice President
Phone: 617-245-3200
Fax: 617-245-9250
Established:
Mass. Employees: 37
Product Description:
Audioconferencing bridge systems.

Multisystems, Inc.

1050 Massachusetts Avenue
Cambridge, MA 02138
Contact: Mr. John Attanucci
Title: CEO/President/R & D
Phone: 617-864-5810
Fax: 617-864-3521
Established: 1969
Mass. Employees: 50
Product Description:
Develops software for transportation systems.
Applications include project management scheduling,
training, run-cutting, vehicle maintenance, and grants
management.

Mupac Corp.

10 Mupac Dr.
Brockton, MA 02401
Contact: Mr. Frank Angelis
Title: President
Phone: 508-588-6110
Fax: 508-588-0498
Established: 1972
Mass. Employees: 140
Product Description:
Designs wirewrap boards, backplanes and system
enclosures for computer bus architectures.

N S I Logic, Inc.

259 B Cedar Hill Road
Marlborough, MA 01752
Contact: Mr. Nandu Marketkar
Title: President
Phone: 508-460-0717
Fax: 508-460-0847
Established: 1984
Mass. Employees: 6
Product Description:
Manufactures add-on graphics boards for IBM PC/AT/
AT/PS2 and compatibles. Products include graphics,
chips and boards.

N/Hance Systems, Inc.

908 Providence Hwy
Dedham, MA 02026
Contact: Mr. Timothy Green
Title: President/Marketing
Phone: 617-461-1970
Fax: 617-461-0352
Established: 1984
Mass. Employees: 12
Product Description:
Develops mass storage peripherals including optical
disk drivers and hard disk subsystems. Provides text
scanning and retrieval software, proprietary
applications and device driver software. Also offers
tools for systems integration & software development.

National Data Computer, Inc.

900 Middlesex Turnpike
Building 5
Billerica, MA 01821
Contact: Mr. Norman MacKinnon
Title: President
Phone: 508-663-7677
Fax: 508-667-1869
Established: 1967
Mass. Employees: 55
Product Description:
Manufactures hand-held IBM and MS/DOS
compatible computers.

National Medical Systems, Inc.

110 Turnpike Road
Westborough, MA 01581
Contact: Mr. Thomas Gledhill
Title: President
Phone: 508-366-1588
Fax: 508-898-9522
Established: 1983
Mass. Employees: 30
Product Description:
Provides complete physician office management system
including software and hardware systems. Also
provides training, maintenance and support.

National Software Group

690 Canton Street
Westwood, MA 02090
Contact: Mr. Fred Anderson
Title: President
Phone: 617-329-3800
Fax: 617-329-7158
Established: 1973
Mass. Employees: 12
Product Description:
Develops electrical and electronics distribution
software. Provides consulting, system development and
training.

Natural Microsystems Corp.

8 Erie Drive
 Natick, MA 01760
 Contact: Mr. Charles Foskett
 Title: CEO/President/CFO
 Phone: 508-655-0700
 Fax: 508-650-1352
 Established: 1983
 Mass. Employees: 40
 Product Description:

Develops and markets technologies and products that automate the exchange of voice mail/modem system and a voice response system, enabling the automation of tasks usually performed by operator, etc.

NEC Information Systems, Inc.

1414 Massachusetts Avenue
 Boxborough, MA 01719
 Contact: Dr. Hisao Kanai
 Title: President
 Phone: 508-264-8000
 Fax: 508-264-8673
 Established: 1977
 Mass. Employees: 1300
 Product Description:

Manufactures and markets desktop and other PCs, multi-user systems, dot matrix and laser printers, disk drives, printer supplies and an automated fingerprint identification system.

Nemonix, Inc.

106 South Street
 Hopkington, MA 01748
 Contact: Mr. Gerald Severance
 Title: President
 Phone: 508-435-9087
 Fax: 508-435-6127
 Established: 1983
 Mass. Employees: 25
 Product Description:

Manufactures computer hardware including CPU upgrades for DEC computers. Also manufactures devices for DEC, IBM, Data General and Apple systems.

Network Consulting Services

2 Winter Street
 Waltham, MA 02154
 Contact: Mr. Peter Marszalek Jr.
 Title: President
 Phone: 617-891-9500
 Fax: 617-891-9505
 Established: 1984
 Mass. Employees: 10
 Product Description:

Provides consulting services on the integration of voice and data communications systems.

Network Dynamics, Inc.

128 Wheeler Road
 Burlington, MA 01803
 Contact: Mr. James Cheng
 Title: CEO
 Phone: 617-270-4120
 Fax: 617-270-4119
 Established: 1983
 Mass. Employees: 6
 Product Description:

Factory management software using rapid modeling techniques. Primary focus is on discrete manufacturing industries, including aerospace, consumer products, auto machine tools, electronics and other sectors.

New England Affiliated Technologies, Inc.

620 Essex Street
 Lawrence, MA 01841
 Contact: Mr. Roger Roach
 Title: President
 Phone: 508-685-4900
 Fax: 508-688-8027
 Established: 1973
 Mass. Employees: 50
 Product Description:

Manufactures positioning equipment with precision motion and control for robotics, inspection and factory automation applications.

New England Keyboard, Inc.

191 Cleghorn Street
 Fitchburg, MA 01420
 Contact: Mr. Mark Yates
 Title: CEO
 Phone: 508-345-8332
 Established: 1985
 Mass. Employees: 12
 Product Description:

Manufactures full travel and short stroke keyboards for computers and point-of-sale terminals.

New England Systems Technology, Inc.

209 Lumber Street
 Hopkington, MA 01748
 Contact: Mr. James Mezger
 Title: President
 Phone: 508-435-9031
 Established: 1978
 Mass. Employees: 10
 Product Description:

Manufactures products for the manufacturing and hospitality industries. Develops and supplies hardware.

New England Technology Group, Inc.

One Kendall Square, Building 700
Cambridge, MA 02139

Contact: Mr. Steve Gregory
Title: President
Phone: 617-494-1151
Fax: 617-494-0998
Established: 1981

Mass. Employees: 22

Product Description:

Produces computer graphics system and applications software for the IBM PC. Designs and implements interactive videodisk projects for exhibitors and museums.

New Media Graphics Corp.

780 Boston Road
Billerica, MA 01821

Contact: Mr. Martin Duhms
Title: President
Phone: 508-663-0666
Fax: 508-663-6678
Established: 1981

Mass. Employees: 22

Product Description:

Manufactures computer graphic boards and peripherals for CAD/CAM/CAE, C31 interactive training and electronics marketing.

Nixdorf Computer Corporation

200 Wheeler Road
Burlington, MA 01803

Contact: Mr. Albert Holler
Title: President
Phone: 617-273-0480
Fax: 617-221-0211
Established: 1952

Mass. Employees: 220

Product Description:

Markets computer systems to the retail, business, public administration and other industries.

Nonsuch Software, Inc.

22 Brandeis Circle
Newton, MA 02159

Contact: Mr. Arnold Agulnick
Title: President
Phone: 617-969-8227
Established: 1986

Mass. Employees: 6

Product Description:

Develops graphics software and distributes software products for the Apple family of computers.

Norand Data Systems, Inc.

150 Royall Street, Suite 255
Canton, MA 02021

Contact: Mr. Robert Hammer
Title: President
Phone: 617-821-2270
Fax: 617-821-0524
Established: 1968

Mass. Employees: 3

Product Description:

Manufactures portable hand held computers used mainly in route distribution and develops compatible software.

Norsk Data NA

1800 W. Park Drive
Suite 430
Westborough, MA 01581

Contact: Mr. James Campbell
Title: President
Phone: 508-836-2700
Fax: 508-366-0306
Established: 1977

Mass. Employees: 7

Product Description:

Sells and supports network information systems.

Northeast Circuits

515 Shaker Road
E. Longmeadow, MA 01028

Contact: Mr. Joe Costantini
Title: President
Phone: 413-525-6344
Fax: 413-525-3778
Established: 1974

Mass. Employees: 50

Product Description:

Manufacture multi-layer circuit boards.

Northeast Data Systems, Inc.

20 A Street
Burlington, MA 01803

Contact: Mr. William Cardani
Title: Director of Marketing
Phone: 617-273-2920
Fax: 617-273-5810
Established: 1976

Mass. Employees: 33

Product Description:

Designs and develops manufacturing and distribution software. Markets Prime, IBM, DEC, Honeywell, Unisys, and Encore computer systems.

Northern Lights Software Corp.

24A Pilgrim Drive
P.O. Box 1599
Westford, MA 01886

Contact: Mr. Anthony J. Moorhead
Title: President/R&D
Phone: 508-692-3600
Fax: 508-692-3600
Established: 1987

Mass. Employees: 2

Product Description:

Designs software development tools for electronic publishing applications. Products include a hypertext system to access information for designing better user interfaces.

Northern Research and Engineering Corp. (NREC)

39 Olympia Avenue
Woburn, MA 01801

Contact: Mr. Kymus Ginwala
Title: President
Phone: 617-935-9050
Established: 1956

Mass. Employees: 80

Product Description:

Develops and markets computer aided engineering (CAE) software for analysis, design and advanced manufacturing processes such as five axis machining. Also develops and markets standard and custom software for data acquisition and monitoring of factory floor processes for discrete manufacturing, also develops advanced products in the power, propulsion, automation and high speed rotating machinery fields.

Northfield Information Services, Inc.

99 Summer Street
Suite 1620
Boston, MA 02110

Contact: Mr. Dan DiBartolomeo
Title: President
Phone: 617-737-8360
Fax: 617-737-8485
Established: 1985

Mass. Employees: 2

Product Description:

Provides consulting services and software products to the investment management and financial research industries. Products include proprietary database and decision support software for investment analysts and portfolio managers.

Number Nine Computer Corp.

725 Concord Avenue
Cambridge, MA 02138

Contact: Mr. Andrew Najda
Title: CEO
Phone: 617-492-0999
Fax: 617-864-9329
Established: 1982

Mass. Employees: 50

Product Description:

Manufactures graphics software systems and controllers for the IBM PC and compatibles.

Numerix Corp.

20 Ossipee
Newton, MA 02164

Contact: Mr. Jack Anderson
Title: President
Phone: 617-964-2500
Fax: 617-969-4380
Established: 1982

Mass. Employees: 120

Product Description:

Manufactures vector processors.

Nutek

20 Littles Ave.
Pembroke, MA 02359

Contact: Mr. William Malinowski
Title: President
Phone: 617-294-4592
Established: 1978
Mass. Employees: 1

Product Description:

Provides research and development of computer systems and controllers focusing on analog-to-digital and optical systems.

Oakland Group, Inc.

675 Massachusetts Avenue
Cambridge, MA 02139

Contact: Mr. John Whitman
Title: President
Phone: 617-491-7311
Fax: 617-868-4440
Established: 1983

Mass. Employees: 21

Product Description:

Designs software development tools for C programmers. Products include screen/interface management systems, spreadsheet systems, graph/chart systems and code generators. Also develops custom software under contract and offers training in the C programming language.

OASYS

230 Second Avenue
Waltham, MA 02154

Contact: Mr. George Reynolds

Phone: 617-890-7889

Fax: 617-890-4644

Established: 1982

Mass. Employees: 35

Product Description:

Provides software development tools including compilers, assemblers, debuggers, and performance analysis tools.

Object Design, Inc.

One New England Executive Park
Burlington, MA 01803

Contact: Mr. Thomas Atwood

Title: CEO

Phone: 617-270-9797

Fax: 617-270-3509

Established: 1988

Mass. Employees: 34

Product Description:

Provides object-oriented database and systems development environments for the engineering workstation market. Systems are designed for MCAD, CCAD, CAP and CAE applications.

Octocom Systems, Inc.

255 Ballardvale Street
Wilmington, MA 01887

Contact: Mr. Brian Cohen

Title: Director of Finance

Phone: 617-658-6050

Established: 1984

Mass. Employees: 120

Product Description:

Designs and manufactures data communications products. The first company to offer an auto-dial modem to incorporate seven U.S. and international operating standards, the first to offer a multi-mode, auto-dial modem to use all digital signal processing and the first to offer fully integrated, dial network management system.

Omni Computer Systems, Inc.

670 Center Street
Jamaica Plain, MA 02130

Contact: Mr. Vinod Goswami

Title: President

Phone: 617-522-4760

Fax: 617-522-2793

Established: 1980

Mass. Employees: 4

Product Description:

Provides systems integration for the office automation and communications markets.

Omni Resources Corp.

50 Howe Avenue
Millbury, MA 01527

Contact: Mr. Paul Johnson

Title: President

Phone: 508-865-4451

Fax: 508-865-1853

Established: 1981

Mass. Employees: 90

Product Description:

Manufactures floppy diskettes.

On Point, Inc.

2 Jackson Road
Wellesley, MA 02181

Contact: Mr. Richard ten Eyck

Title: President

Phone: 617-239-1071

Established: 1986

Mass. Employees: 3

Product Description:

Develops software for typesetting and online expert systems designed for database searching and other research functions.

On-Line Software International, Inc.

75 Second Avenue, Suite 610
Needham, MA 02194

Contact: Mr. Peter MacPherson

Title: Eastern Regional Sales Manager

Phone: 617-449-8860

Fax: 617-444-0992

Established: 1968

Mass. Employees: 4

Product Description:

Software products, education and consulting for IBM and compatible computer systems, programmer productivity and testing tools, application development languages and CASE tools, dictionary repositories and utilities for dBase.

Ontologic, Inc.

3 Burlington Woods
Burlington, MA 01803

Contact: Mr. Seaforth Lyle

Title: President

Phone: 617-272-7110

Fax: 617-372-8101

Established: 1985

Mass. Employees: 33

Product Description:

Develops & markets an integrated object-oriented applications development system, including languages, tools utilities and an abstraction manager. Also provides software support, training, object technology seminars and consulting services.

Opti-Copy, Inc.

104 South Street
Hopkinton, MA 01748

Contact: Mr. Jack Evans

Title: President

Phone: 508-435-7101

Fax: 508-435-0563

Established: 1979

Mass. Employees: 13

Product Description:

Produces computerized prepress automation equipment for the printing industry. Supplies software and services in support of equipment.

Optical Fiber Technologies, Inc.

5 Fortune Drive
Billerica, MA 01821

Contact: Mr. Kenneth Bowes

Title: President

Phone: 508-663-6629

Fax: 508-663-9351

Established: 1981

Mass. Employees: 59

Product Description:

Manufactures fibre optic connectors for data and telecommunications.

Optical Micro Systems, Inc.

83 Pine Street
W. Peabody, MA 01960

Contact: Mr. B.J. Barwick

Title: President

Phone: 508-535-2112

Fax: 508-535-8013

Established: 1981

Mass. Employees: 40

Product Description:

Manufactures ophthalmic surgical systems and accessories

Optronics, Inc.

7 Stuart Road
Chelmsford, MA 01824

Contact: Mr. Bruce Harrison

Title: General Manager

Phone: 508-256-4511

Fax: 508-256-1872

Established: 1969

Mass. Employees: 195

Product Description:

Manufactures image equipment peripherals, photo plotters and scanners.

Opus Telecom, Inc.

119 Herber Street
Framingham, MA 01701

Contact: Mr. Jay Gainsboro

Title: President

Phone: 508-875-4444

Fax: 508-875-1429

Established: 1975

Mass. Employees: 10

Product Description:

Manufactures microprocessor-controlled telecommunications systems.

Order Processing Technologies, Inc.

971 Concord Street
Framingham, MA 01701

Contact: Mr. Michael Lowery

Title: President

Phone: 508-879-8900

Fax: 508-875-6785

Established: 1982

Mass. Employees: 10

Product Description:

Manufacturer.

P & E Microcomputer Systems, Inc.

P.O. Box 2044
Woburn, MA 01888

Contact: Mr. David Perreault

Title: President

Phone: 617-944-7585

Established: 1980

Mass. Employees: 8

Product Description:

Designs software development tools and simulators for microcontroller development. Supports vendor products such as the Intel E040, Intel 80E5, NATIONAL COP820 and TI TMS 370. Also produces hardware including an EPROM programmer and ROM simulators.

P-Delta, Inc.

42 St. Ann's Road
Quincy, MA 02170

Contact: Mr. Som Virk

Title: President

Phone: 617-472-8533

Fax: 617-472-7555

Established: 1981

Mass. Employees: 10

Product Description:

Develops engineering software specializing in structural design products.

Pacer Systems, Inc.

900 Technology Park Dr.
Billerica, MA 01821

Contact: Mr. John Rennie
Title: CEO
Phone: 508-667-8800
Fax: 508-667-8873
Established: 1968
Mass. Employees: 80
Product Description:

Applies technology through systems design, integration and support of airborne and shipboard systems primarily for anti-submarine and amphibious warfare. Designs and manufactures digital signal processors, specialized expert systems, and sensor recorders.

Parametric Technology Corp.

128 Technology Drive
Waltham, MA 02154

Contact: Mr. Steven Walske
Title: CEO/President
Phone: 617-894-7111
Fax: 617-891-1069
Established: 1965
Mass. Employees: 60
Product Description:

Develops and markets computer-aided design software used by mechanical engineers.

Parke Mathematical Laboratories, Inc.

One River Road
P.O. Box A
Carlisle, MA 01741

Contact: Mr. Joseph Adamski
Title: President
Phone: 508-369-3818
Fax: 508-369-3819
Established:

Product Description:

Provides software development for the defense industry.

PC Concepts, Inc.

1601 Trapelo Road, Route 128
Waltham, MA 02154

Contact: Mr. James Picken
Title: President
Phone: 617-890-0009
Fax: 617-890-70009
Established: 1983
Mass. Employees: 9
Product Description:

Provides training and consulting for IBM and Macintosh users and provides related software.

Pencept Division of Numonics

460 Totten Pond Road
Waltham, MA 02154

Contact: Mr. Simon Wieczner
Title: Prod/Site Manager
Phone: 617-890-8877
Fax: 617-890-8879
Established: 1979
Mass. Employees: 15
Product Description:

Manufactures artificial intelligence-based digitizers and intelligent tablets for graphics creation, text entry and command execution.

Perception Technology Corp.

40 Shawmut Road
Canton, MA 02021

Contact: Mr. Leon Ferber
Title: CEO
Phone: 617-821-0320
Fax: 617-828-7886
Established: 1968
Mass. Employees: 82
Product Description:

Develops & manufactures interactive information response systems providing telephone access to centralized databases. Product consists of proprietary software, computer proprietary digitized speech & telecom modules, & standard microprocessor & memory components.

Pericomp Corporation

14 Huron Drive
Natick, MA 01760

Contact: Kyriacos Joannou
Title: President
Phone: 508-655-7660
Fax: 508-653-9288
Established: 1973
Mass. Employees: 24
Product Description:

Manufactures tapes, meters and data processing equipment.

Perpetual Systems, Inc.

1771 Washington Street
Stoughton, MA 02072

Contact: Mr. William Rabbitt
Title: President/Mktg
Phone: 617-341-1408
Fax: 617-341-1484
Established: 1982
Mass. Employees: 8
Product Description:

Online newspaper circulation management system designed to encompass major circulation applications. Supports customer starts, stops and restart complaints, messages, prepaid and office billing.

Personics Corp.

63 Great Road
Maynard, MA 01754

Contact: Mr. Mark Peterson
Title: President
Phone: 508-897-1575
Fax: 508-897-1947
Established: 1984
Mass. Employees: 10
Product Description:

Develops add-on software for Lotus 1-2-3/Symphony and general purpose utility enhancement products. Also manufactures Macintosh-based hardware and software for the handicapped.

Phar Lap Software, Inc.

60 Aberdeen Avenue
Cambridge, MA 02138

Contact: Mr. Richard Smith
Title: President
Phone: 617-661-1510
Established: 1986
Mass. Employees: 9
Product Description:

Develops software development tools for the Intel 80386 chip.

Phase 3 Systems, Inc.

504 Totten Pond Road
Waltham, MA 02154

Contact: Mr. John Harkins
Title: CEO
Phone: 617-466-9800
Fax: 617-466-9829
Established: 1982
Mass. Employees: 100
Product Description:

Develops and markets a real-time, on-line securities processing system which interfaces with the New York/American Exchanges (SIAC) Common Message Switch, the Midwest Exchange MAX System and most other clearing, execution and security depository services.

Phoenix Technologies Ltd.

846 University Avenue
Norwood, MA 02062

Contact: Mr. Neil Colvin
Title: CEO
Phone: 617-551-4000
Fax: 617-551-3150
Established: 1979
Mass. Employees: 250
Product Description:

Designs, develops and markets systems compatibility software for OEMs. Supplies BIOS software for IBM PC and compatible computers. Also develops products that provide IBM PC compatibility for workstations.

Photographic Systems Corp.

24 Cedar Road
Belmont, MA 02178

Contact: Mr. Louis Rosenblum
Title: President
Phone: 617-484-9005
Established: 1966
Mass. Employees: 5
Product Description:

Provides microcomputer-based consulting, specializing in the development of type fonts including Asian Language fonts.

Picturetel

One Corporate Way
Peabody, MA 01960

Contact: Mr. Norman E. Gaut
Title: President/CEO
Phone: 508-977-9500
Fax: 508-977-9481
Established: 1984
Mass. Employees: 206
Product Description:

Manufactures video conferencing systems.

Piggott Wire and Cable Specialist

P.O. Box 356

Seekonk, MA 02771

Contact: Mr. Burton Piggott

Title: President

Phone: 508-336-6240

Fax: 508-336-3032

Established: 1977

Mass. Employees: 10

Product Description:

Manufactures insulated wire and cables for aerospace, computer, nuclear and medical industries.

Pilot Executive Software, Inc.

40 Broad Street

Boston, MA 02109

Contact: Mr. David Freind

Title: CEO/President

Phone: 617-350-7035

Fax: 617-350-7118

Established: 1983

Mass. Employees: 73

Product Description:

Manufactures and markets an executive information system enabling non-technical senior managers to navigate through summary level reports using a mouse or touch screen. The summary reports are available in graphic text or tabular displays.

Pioneer Business Systems, Inc.

1500 Main Street

S. Weymouth, MA 02190

Contact: Mr. James D'Allessandro

Title: President

Phone: 617-331-7480

Fax: 617-331-5746

Established: 1983

Mass. Employees: 12

Product Description:

Develops payroll, general ledger and inventory software for the fast food industry.

Pixelink Corp.

8 Kane Industrial Park

Hudson, MA 01749

Contact: Mr. John Shea

Title: President

Phone: 508-562-4803

Fax: 508-568-0514

Established: 1985

Mass. Employees: 14

Product Description:

Provides sales, service, calibration, and custom modification of high resolution color and monochrome monitors.

Plant-Wide Research Corporation

1 Faulkner Street

Suite 200

N. Billerica, MA 01862

Contact: Mr. Kenneth V. Graves

Title: Marketing Director

Phone: 508-663-9212

Fax: 508-663-5340

Established: 1987

Mass. Employees: 8

Product Description:

Provides marketing research and publications services for the manufacturing software industry.

Pleides Group, Inc., The

675 Massachusetts Avenue

Cambridge, MA 02139

Contact: Ms. Patricia Poitras

Title: President

Phone: 617-354-3559

Fax: 617-354-0840

Established: 1985

Product Description:

Provides management and technical consulting, systems analysis and software development.

Applications include transportation, administrative systems, management information systems, education, benefits and health care.

Polygen Corp.

200 Fifth Avenue

Waltham, MA 02254

Contact: Mr. Jeff Arnold

Title: CEO/President

Phone: 617-890-2888

Fax: 617-890-8694

Established: 1984

Mass. Employees: 85

Product Description:

Develops software and workstations for the chemical and pharmaceutical industries.

Powersoft, Corp.

70 Blanchard Road

Burlington, MA 01803

Contact: Mr. Mitchell Kertzman

Title: President

Phone: 617-229-2200

Fax: 617-272-9076

Established: 1974

Mass. Employees: 50

Product Description:

Develops and markets Hewlett Packard 3000 compatible manufacturing, financial and marketing software for manufacturers.

Precise Circuit Technology, Inc.

54 Osgood Street
P.O. Box 220
Methuen, MA 01844

Contact: Mr. Ray Silk
Title: President
Phone: 508-683-4860
Fax: 508-687-7277

Established:

Mass. Employees: 20

Product Description:

Manufactures double-sided and multilayer printed circuit boards for the high technology industry.

Precision Handling Devices

617 Airport Road
Fall River, MA 02720

Contact: Mr. John Hubbard
Title: President
Phone: 508-679-5282
Fax: 508-679-5204
Established: 1972

Mass. Employees: 50

Product Description:

Manufactures continuous form feeder for computer printers and graphic printers.

Prentice Associates, Inc.

4 Maple Street, Suite 2
Quincy, MA 02169

Contact: Mr. Lloyd Prentice
Title: President
Phone: 617-773-2340
Established: 1982

Mass. Employees: 5

Product Description:

Provides software development, marketing and editorial services. Products computer-powered presentations, animated interactive sales presentations on PC disk.

Prime Computer, Inc.

Prime Park
Natick, MA 01760

Contact: Mr. David Dunn
Phone: 508-655-8000
Fax: 508-655-5111
Established: 1972

Mass. Employees: 5600

Product Description:

Develops and manufactures computer systems, workstations and software, including super minicomputers, CAD/CAM systems, network and office automation systems. Software products include proprietary operating systems for the 50-series super minicomputers, data management etc.

Printed Circuit Corp.

10 Micro Drive
Woburn, MA 01801

Contact: Mr. Peter Sarmanian
Title: Chairman
Phone: 617-935-9570
Fax: 617-933-5124

Established: 1959

Mass. Employees: 260

Product Description:

Manufactures multi-layer and two-sided printed circuit boards from design to finished products. Applications include computer telecommunications, peripheral instrumentation and military markets. Supplies printed circuit board utilizing SPC and GIT methods.

Printer Products

25 Denby Road
Boston, MA 02134

Contact: Mr. Dominic Emello
Title: President
Phone: 617-254-1200
Fax: 617-254-6848

Established: 1979

Mass. Employees: 75

Product Description:

Manufactures mini-printers, terminals and peripherals for point-of-sale, point-of-transaction applications. Produces receipt journal validation, slip document, panel, label and custom mini-printers for system integrators, OEMs and engineering users.

Processing Management, Inc.

480 Adams Street
Milton, MA 02186

Contact: Mr. Joseph Burrows
Title: General Partner
Phone: 617-698-5550
Fax: 617-698-1287

Established: 1974

Mass. Employees: 20

Product Description:

Provides facilities management programming and data processing services.

Productivity Solutions, Inc.

36 Washington Street

P.O. Box 9164

Wellesley, MA 02181

Contact: Mr. E. Richard Artus

Title: President

Phone: 617-899-8900

Fax: 617-642-5762

Established: 1987

Mass. Employees: 10

Product Description:

Develops management productivity tools including project management software.

Professionals' Data Services Center, Inc.

10 Pleasant Street

E.Longmeadow, MA 01028

Contact: Mr. C.W. Bartley

Title: President

Phone: 413-525-4515

Established:

Mass. Employees: 25

Product Description:

Software for retail point-of-sale inventory control, accounts receivable, accounts payable, order entry, purchase order, and general ledger for retail and wholesale users. Also provides software integration, installation, training and support.

Programmable Devices, Inc.

155 T. New Boston Street

Woburn, MA 01801

Contact: Mr. John Puchniak

Title: President/CFO

Phone: 617-935-9530

Fax: 617-935-3654

Established: 1978

Mass. Employees: 10

Product Description:

Provides programming of all PROM, PAL, PLD, & EPROContact: Ms. Offers prototype through production services. Marketing of all components in all packages to commercial, military, or custom specification. Burn-in and functional test of components.

Programs & Analysis, Inc.

21 Ray Avenue

Burlington, MA 01803

Contact: Mr. Paul Joseph Brighton

Title: President/Marketing

Phone: 617-272-7723

Fax: 617-272-3386

Established: 1968

Mass. Employees: 100

Product Description:

Provides programming, systems analysis, consulting, data processing, training and software products to municipalities, banks, schools, HMOs, pharmacies and other markets.

Progress Software Corp.

5 Oak Park

Bedford, MA 01730

Contact: Mr. Joseph Alsop

Title: President

Phone: 617-275-4500

Fax: 617-275-4595

Established: 1981

Mass. Employees: 250

Product Description:

Develops and markets a fourth generation language and database management system which allows users to rapidly develop transaction-oriented business applications. Systems are available for over 140 hardware platforms including single & multi-user MS DOS,XENIX, etc.

Project Software & Devt., Inc.

20 University Road

Cambridge, MA 02138

Contact: Mr. Robert Daniels

Title: CEO/President/COO

Phone: 617-661-1444

Fax: 617-661-1642

Established: 1968

Mass. Employees: 229

Product Description:

Develops project management software for companies that need to manage complex projects from initial planning to completion. Also offers a plant and facilities maintenance software system for work order tracking, equipment history and inventory control.

Promis Systems Corp.

138 Old River Road, Suite 108
Andover, MA 01810

Contact: Mr. Brian O'Donnell

Title: VP Sales

Phone: 508-975-0090

Fax: 508-975-1649

Established: 1980

Mass. Employees: 7

Product Description:

Develops factory management software which integrates real-time factory floor control with the management applications required in batch or lot processing industries. Applications provide WIP control, engineering analysis, specifications line balancing, etc.

Prophecy Development Corp.

2 Park Plaza
Boston, MA 02116

Contact: Mr. Jeffrey Sledge

Title: CEO/President

Phone: 617-451-3430

Fax: 617-451-3566

Established: 1983

Mass. Employees: 10

Product Description:

Provides consulting and software to financial and business markets. Develops stand-alone software for prototyping and development of expert system applications in conjunction with resource management.

Proteon, Inc.

2 Technology Drive
Westborough, MA 01581

Contact: Mr. Patrick Courtin

Title: President

Phone: 508-898-2800

Fax: 508-366-8901

Established: 1972

Mass. Employees: 300

Product Description:

Manufactures local area networks and internetworking products.

Publishers Software Systems, Inc.

186 Lincoln Street
Boston, MA 02111

Contact: Mr. Wayne Zafft

Title: President

Phone: 617-357-7301

Established: 1986

Mass. Employees: 5

Product Description:

Develops data processing systems for subscription fulfillment.

Pugh Roberts Associates

5 Lee Street
Cambridge, MA 02139

Contact: Mr. Edward Roberts

Title: President

Phone: 617-864-8880

Fax: 617-661-7418

Established: 1963

Mass. Employees: 45

Product Description:

Develops software including products for computer simulations of systems with dynamic feedback in economic modelling and other areas.

Pyramid Technology Corp.

1700 West Park Drive
Suite 235

Westborough, MA 01581

Contact: Mr. Robert Albanese

Title: District Sales Manager

Phone: 508-898-0077

Fax: 508-366-9167

Established: 1981

Mass. Employees: 5

Product Description:

Manufactures, markets and services mini and mainframe computer systems based on reduced instruction set computing RISC and UNIX.

QC Optics Inc.

154 Middlesex Turnpike
Burlington, MA 01803

Contact: Mr. Eric Chase

Title: President

Phone: 617-272-4949

Fax: 617-273-0431

Established: 1986

Mass. Employees: 50

Product Description:

Manufactures laser inspection systems for the magnetic media, optical disk, photomask and flat panel display industries.

QED Information Sciences, Inc.

170 Linden Street
Wellesley, MA 02181

Contact: Mr. Lawrence Grodman

Title: President

Phone: 617-237-5656

Fax: 617-235-0826

Established: 1971

Mass. Employees: 24

Product Description:

Develops CBT and instructor led courses for information science professionals. Provides book publishing seminars.

QEI, Inc.

119 Great Road
Bedford, MA 01730

Contact: Mr. C.R. Burgess

Title: President

Phone: 617-275-6800

Fax: 617-275-6873

Established:

Mass. Employees: 11

Product Description:

Develops scientific applications software for military & scientific markets. Dealer of DEC products.

QMS/Imagen

230 Second Ave.
Waltham, MA 02154

Contact: Mr. Peter Smith

Title: Regional Sales Manger

Phone: 617-890-4590

Fax: 617-890-0376

Established: 1977

Mass. Employees: 25

Product Description:

Manufactures laser and thermal non-impact printers with high-speed color and duplexing features. Printers interface with all computer systems.

QSI Systems, Inc.

12 Linscott Road
Woburn, MA 01801

Contact: Mr. Alfred Smilgis

Title: President

Phone: 617-938-1403

Fax: 617-938-6797

Established: 1967

Mass. Employees: 25

Product Description:

Distributes color and monochrome monitors; computer projector and projection systems; closed circuit television and security surveillance equipment. Provides installation and service. Manufactures color bar generators with source identification video processing amplifiers, count-down generators for the television and satellite communications market.

Quality Directions

P.O. Box 671
Stoughton, MA 02072

Contact: Mr. Paul A. Ware

Title: Partner

Phone: 617-344-6064

Established: 1982

Mass. Employees: 3

Product Description:

Develops applications software for quality control discipline and database management.

Quality Software, Inc.

60 Lewis Street
Newton, MA 02158

Contact: Mr. Larry Adams

Title: President

Phone: 617-965-2231

Established: 1980

Mass. Employees: 6

Product Description:

Provides custom & proprietary software development & consulting services w/emphasis on telecommunications & typesetting applications.

Queues Enforth Development

432 Columbia Street
Cambridge, MA 02141

Contact: Mr. Robert Kniffin

Title: President

Phone: 617-225-2510

Fax: 617-225-2625

Established: 1981

Mass. Employees: 22

Product Description:

Installs customized software for municipal public safety. Specializes in computer-aided dispatch & records management systems. Also develops & installs customized decision support systems incorporating operations research methods for logistics & other service.

Quinn-Curtis

21 Highland Circle
Needham, MA 02194

Contact: Mr. Richard Quinn

Title: Owner

Phone: 617-449-6155

Fax: 617-449-6109

Established: 1985

Mass. Employees: 3

Product Description:

Manufactures & markets software development tools for Turbo Pascal & Modula 2 programming, primarily for scientific, engineering & graphics applications.

Quinsept, Inc.

1465 Massachusetts Avenue
Arlington, MA 02174

Contact: Mr. S. C. Vorenberg

Title: President

Phone: 617-641-2930

Established: 1981

Mass. Employees: 6

Product Description:

Produces PC based genealogy software which is also used by genetics researchers, animal breeders, lawyer & law enforcement agencies.

R E N Electronics Corp.

755 New Ludlow Road

S. Hadley, MA 01075

Contact: Mr. S. W. Pai

Title: Division Manager

Phone: 413-536-1800

Fax: 413-536-8425

Established: 1978

Mass. Employees: 55

Product Description:

Manufactures computer interconnecting assemblies.

R.R. Donnelly & Sons.

555 Main Street

Hudson, MA 01749

Contact: Mr. Jeff Fitzgerald

Title: President

Phone: 508-568-0301

Fax: 508-568-9094

Established: 1864

Mass. Employees: 230

Product Description:

Producer of software packages for software developers and marketers. Also provides printing of technical documentation.

Racal-Redac, Inc.

238 Littleton Road

Westford, MA 01886

Contact: Mr. Stuart Elsworthy

Title: President

Phone: 508-692-4900

Fax: 508-692-4725

Established: 1965

Mass. Employees: 100

Product Description:

Develops electronic design automation (EDA) systems & printed circuit board design software to run on Apollo, DEC & Sun workstations. Headquarters: Gloucester, England

Radant Technologies, Inc.

255 Hudson Road

Stow, MA 01775

Contact: Mr. Jean-Claude Sureau

Title: President

Phone: 508-562-3866

Fax: 508-562-6277

Established: 1984

Mass. Employees: 90

Product Description:

Manufacture microwave antennae and radomes for the defense industry.

Randall Research Associates

35 South Avenue

S. Dartmouth, MA 02748

Contact: Ms. Kate Jones-Randall

Title: President

Phone: 508-997-7939

Established: 1987

Mass. Employees: 1

Product Description:

Consulting service specializing in the automation of library & information center functions, database design, indexing & abstracting & the design & development of library operations plans. Authorized dealer of INMAGIC software; provides training in its applications.

Rational Systems, Inc.

220 N. Main Street

P.O. Box 480

Natick, MA 01760

Contact: Mr. Terence Colligan

Title: President

Phone: 508-653-6006

Fax: 508-655-2753

Established: 1984

Mass. Employees: 28

Product Description:

Develops and markets software productivity tools, including integrated C development environments and a DOS extended to access the 16 MB of extended memory on 80286 and 80386 based PCs.

RBS Group, Inc., The

220 Forbes Road

Braintree, MA 02184

Contact: Mr. Robert O'Connor

Title: President/COO/CFO

Phone: 617-848-3927

Fax: 617-848-4345

Established: 1981

Mass. Employees: 25

Product Description:

Provides hardware systems, turnkey software, customized software development, consulting, training and support to clients who require general accounting, retail and wholesale, distribution, point-of-sale and other business systems.

Ready Systems Corp.

1601 Trapelo Road
Waltham, MA 02154

Contact: Mr. Bruce Gregory
Title: CEO/President
Phone: 617-890-2270
Fax: 617-890-5622
Established: 1981

Mass. Employees: 5

Product Description:

Develops real-time embedded operating system software and development tools for computer systems. Provides training and technical support.

Real Time Engineering, Inc.

1750 Washington Street
Holliston, MA 01746

Contact: Ms. Lorraine Davis
Title: President
Phone: 508-429-8511
Fax: 508-429-8998
Established: 1980

Mass. Employees: 3

Product Description:

Develops customized software for industrial and military applications. Products include data acquisition systems, control systems and database management systems. Provides unique hardware and software solutions for clients.

Real Time Executives, Inc.

686 South Street
P.O. 160
Wrentham, MA 02093

Contact: Mr. Derwin Brown
Title: President
Phone: 508-384-7717
Fax: 508-543-8742
Established: 1980

Mass. Employees: 6

Product Description:

Designs custom software for the process control industries and provides system design & engineering services in addition to programming. Also designs and installs LAN equipment and software. Products include host update & retrieval packages, etc.

REAP, Inc.

31 Olympia Avenue
Woburn, MA 01801

Contact: Mr. Robert Quinn
Title: CEO/President/COO
Phone: 617-935-8620
Fax: 617-938-1532
Established: 1969

Mass. Employees: 20

Product Description:

Offers retail management system for all retail operations, including financial, sales and merchandising systems. The software modules can be utilized independently or integrated into a comprehensive retail management system.

Recognition Equipment, Inc.

25 Mall Road
Burlington, MA 01803

Contact: Mr. Richard McLoughlin
Title: Senior Marketing Repres.
Phone: 617-273-1960
Fax: 617-273-0584
Established: 1961

Mass. Employees: 10

Product Description:

Supplies data capture systems utilizing image capture, optical character recognition (OCR), optical & magnetic ink character recognition, high speed paper handling, local area networking, and ink jet printing.

Recognition Technology, Inc.

160 E. Main Street
Westboro, MA 01581

Contact: Mr. Jawed Wahid
Title: President/Fin/Mktg
Phone: 508-366-4800
Fax: 508-898-9351
Established: 1984

Mass. Employees: 10

Product Description:

Designs and develops hardware and software for image processing applications in general research, biological sciences, industrial inspection, machine vision, metrology and non-destructive testing.

Reflection Technology

240 Bear Hill Road
Waltham, MA 02154

Contact: Mr. Allen Becker
Title: President
Phone: 617-890-5905
Fax: 617-890-5918
Established: 1987

Mass. Employees: 16

Product Description:

Develops miniature electronic displays that create the full image of a twelve-inch monitor. Potential applications include hand-held computers, industrial instruments, hands-free information displays, pocket FAX receivers, full-screen radio pagers and video games. Display high quality text and graphics at a resolution of 720X280 pixels.

Reheat Co., Inc.

10 School Street
Danvers, MA 01923

Contact: Mr. Paul Meinerth
Title: CEO/Engineering
Phone: 508-777-4441
Fax: 508-777-7958
Established: 1987

Mass. Employees: 10

Product Description:

Provides engineering and manufacturing services for heating and thermal control. Also provides thermal protection for power supplies, transformers and computer cabinets. Markets include equipment and process control operations.

Relevant Technologies, Inc.

545 Concord Ave
Cambridge, MA 02138

Contact: Mr. Raymond Haarstick
Title: President
Phone: 617-864-9600
Fax: 617-864-9500
Established: 1986

Mass. Employees: 1

Product Description:

Develops information systems, communications and networking software.

Res-Tech Corp.

22 Marshall Street
Clinton, MA 01510

Contact: Mr. John Schmidt
Title: President
Phone: 508-368-0146
Fax: 508-365-5958
Established: 1976

Mass. Employees: 80

Product Description:

Manufactures injection-molded plastic components in engineered thermoplastics for photographic, computer, pharmaceutical medical devices, and automotive applications.

Resource N, Inc.

721 Lowell Street
Carlisle, MA 01741

Contact: Mr. John Redding
Title: President
Phone: 508-369-0288
Established: 1984

Mass. Employees: 5

Product Description:

Develops PC-based budgeting, forecasting and planning software.

Richard Green Associates

755 Mt. Auburn Street
Watertown, MA 02172

Contact: Mr. Richard Green
Title: President
Phone: 617-924-2422
Fax: 617-923-3008
Established: 1978

Product Description:

Develops manufacturing, financial and general business software. Also provides a complete line of software for the publishing industry.

RMA Systems/Forte Technologies

201 Carnegie
Norwood, MA 02062

Contact: Mr. Robert Mandel
Title: COO
Phone: 617-769-9150
Fax: 617-769-5308
Established: 1979

Mass. Employees: 4

Product Description:

Develops custom industrial software for control, instrumentation, communications and manufacturing applications. Markets include manufacturers of control and monitoring equipment.

RMS Technologies, Inc.

70 Westview Street
Lexington, MA 02173

Contact: Mr. Dave Huggins
Title: President/COO
Phone: 617-861-9860
Fax: 617-861-6110
Established: 1977
Mass. Employees: 25
Product Description:

Provides engineering & software development, primarily to military & other govt systems, including security configuration and data management, logistics, testing, program management and quality control. Develops software using ADA, C, PASCAL & FORTRAN languages.

Robert Maciel Assoc., Inc.

870 Massachusetts Avenue
P.O. Box 212
Arlington, MA 02174

Contact: Mr. Robert Maciel
Title: President
Phone: 617-646-3627
Fax: 617-648-7607
Established: 1979
Mass. Employees: 6
Product Description:

Develops immunodiagnostics software for chemical & research applications. Also provides custom software & hardware interfaces for medical laboratory equipment.

Robin Computing, Inc.

314 Massachusetts Avenue
Arlington, MA 02174

Contact: Mr. David Weinberg
Title: President/COO
Phone: 617-643-1375
Fax: 617-643-1381
Established: 1983
Mass. Employees: 4
Product Description:

Develops custom applications on DEC VAX computers using fourth generation languages and relational databases. Special expertise includes ingress, powerhouse and RDB.

RS Means Co., Inc.

63 Smith Lane
Kingston, MA 02364

Contact: Mr. Ted Meredith
Title: CEO/Chairman
Phone: 508-747-1270
Fax: 617-585-7466
Established: 1943
Mass. Employees: 78
Product Description:

Database publisher of construction cost information, serving facilities managers, building owners, architects, engineers, contractors and government installations. Services include education, consulting, research and book publishing.

Rubel Software, Inc.

P.O. Box 1035
Cambridge, MA 02140

Contact: Mr. Andrew Rubel
Title: CEO/President
Phone: 617-876-7993
Established: 1979
Mass. Employees: 8
Product Description:

Develops computer graphics software specializing in application design and implementation. Also designs CASE development tools.

Ruskin Data Systems Ltd.

59 Ash Street
Weston, MA 02193

Contact: Mr. William Floyd
Title: President
Phone: 617-899-9184
Established: 1975
Mass. Employees: 2
Product Description:

Provides software development and operations support for clinical laboratories.

S2 Corp.

134 Farnum Street
North Andover, MA 01845

Contact: Mr. Richard Schapker
Title: CEO/President
Phone: 508-689-3973
Established: 1972
Mass. Employees: 1
Product Description:

Provides mechanical engineering consulting and software development.

Sage Laboratories, Inc.

11 Huron Drive
 Natick, MA 01760
 Contact: Mr. Theodore Saad
 Title: President
 Phone: 508-653-0844
 Fax: 508-653-5671
 Established: 1955
 Mass. Employees: 39
 Product Description:
 Manufactures microwave components.

Savtek Corp.

P.O. Box 9165
 Waltham, MA 02254
 Contact: Mr. Paul Via
 Title: CEO/President
 Phone: 617-891-0638
 Established: 1984
 Product Description:
 Develops and publishes desktop publishing software for IBM PCs and compatibles.

Scheduling Technology Corp.

42 South Street
 Hopkinton, MA 01748
 Contact: Mr. George R. Knipfing
 Title: President
 Phone: 508-435-1001
 Fax: 508-435-9312
 Established: 1979
 Mass. Employees: 10
 Product Description:
 Develops & supports production scheduling software for mini & mainframe applications, including finite forward scheduling & infinite backward scheduling for shop floor production.

Schlueter Business Systems, Inc.

293 Bridge Street
 Springfield, MA 01103
 Contact: Mr. James Schlueter
 Title: CEO
 Phone: 413-734-1854
 Established: 1983
 Mass. Employees: 2
 Product Description:
 Develops custom and packaged software for manufactures and distributors. Applications include customer order processing, inventory management, bill of material, MRP, purchasing and job costing.

Schlumberger CAD/CAM

829 Middlesex Turnpike
 Billerica, MA 01821
 Phone: 508-667-8850
 Fax: 508-671-9900
 Established: 1988
 Product Description:
 Provides CAD/CAM systems including software engineering and development.

Scientific Systems, Inc.

500 W. Cummings Park
 Suite 3950
 Woburn, MA 01801
 Contact: Mr. Raman Mehra
 Title: CEO/President/Treasurer
 Phone: 617-933-5355
 Fax: 617-938-4752
 Established: 1976
 Mass. Employees: 30
 Product Description:
 Provides research and development and applied services and products for government and industry in the areas of computer-based training, systems and software engineering, automation, and control. Specific applications include CBT and forecasting programs.

Scitex America Corp.

8 Oak Park Drive
 Bedford, MA 01730
 Contact: Mr. George Carlisle
 Title: CEO/President
 Phone: 617-275-5150
 Fax: 617-275-3430
 Established: 1973
 Mass. Employees: 200
 Product Description:
 Interactive computer imaging systems used primarily in the printing and publishing industries, as well as certain systems for the printed circuit board and cartographic industries. Marketing, sales and service divisions are located in the US, Europe and Japan.

Scopus Division of Random X Co.

201 Billerica Ave
 5 Billerica Park
 Billerica, MA 01821
 Contact: Mr. Ron Valiga
 Title: V.P. of Marketing
 Phone:
 Established: 1971
 Mass. Employees: 75
 Product Description:
 Manufactures computer disc packs, magnetic tape, printer ribbons and other computer supplies.

Scott Systems, Inc.

399 River Road
Hudson, MA 01749

Contact: Mr. Thomas Wilson

Title: President

Phone: 508-568-8700

Fax: 508-568-1329

Established: 1974

Mass. Employees: 25

Product Description:

Develops and markets banking and airline reservation computer systems.

SDK Healthcare Information Systems

1550 Soldiers Field Road
Boston, MA 02135

Contact: Mr. Michael Kaufman

Title: President

Phone: 617-783-7351

Fax: 617-787-5964

Established: 1961

Mass. Employees: 90

Product Description:

Healthcare information systems, including administrative, patient care, financial and clinical functions. Applications are available as modules or as an integrated system. Computerization options include turnkey systems, shared/service bureau and facilities management.

Seabird Associates, Inc.

4 Militia Drive
Lexington, MA 02173

Contact: Ms. Donna Siegel

Title: President

Phone: 617-862-9515

Fax: 617-863-8684

Established:

Mass. Employees: 5

Product Description:

Provides services to meet the marketing communications and training needs of smaller software companies, including product positioning, direct mail, PC-based electronic presentations, public relations and advertising. Also offers demonstration disks, user training, etc.

Sebell Software Systems, Inc.

P. O. Box 439
Cohasset, MA 02025

Contact: Mr. Bruce Sebell

Title: President

Phone: 617-383-2234

Established: 1982

Mass. Employees: 5

Product Description:

Develops applications software for boarding kennels; provides software consulting for UNIX systems.

Sector Systems Co., Inc.

416 Ocean Avenue
Marblehead, MA 01945

Contact: Mr. J. Keith Lehto

Title: President

Phone: 617-639-2625

Established: 1981

Mass. Employees: 12

Product Description:

Publishes engineering and CAD software for IBM PCs and compatibles.

Secure Technologies, Inc.

1504 Providence Highway
Suite 11
Norwood, MA 02067

Contact: Mr. Richard Nadler

Title: President

Phone: 617-769-6886

Established: 1982

Mass. Employees: 10

Product Description:

Manufactures security cabinets for Digital and IBM computers, patented devices consisting of sliding, unbreakable windows and high security key locking systems.

Security Dynamics

One Alewife Center
Cambridge, MA 02140-2312

Contact: Mr. George Soerheide

Title: Director of Sales

Phone: 617-547-7820

Fax: 617-354-8836

Established: 1984

Mass. Employees: 35

Product Description:

Designs and manufactures data security products focusing on user identification and authentication to protect dial-up ports, networks, mainframes, and LANs.

Sequoia Systems, Inc.

400 Nickerson Road
Marlborough, MA 01752

Contact: Mr. John Taylor
Title: V. P. of International Operations
Phone: 508-480-0800
Fax: 508-480-0184
Established: 1981
Mass. Employees: 200
Product Description:

Fault-tolerant computers for on-line transaction processing and other applications for telecommunications, government and financial services markets. Also develops applications for the PICK operating system and UNIX based systems (Series 200).

Shaw Data Services, Inc.

27 School Street
Boston, MA 02108

Contact: Ms. Janice Gray
Title: Marketing Coordinator
Phone: 617-367-3200
Fax: 617-523-0310
Established: 1976
Mass. Employees: 60
Product Description:

Develops software and provides data processing for the financial services industry.

Shepherd Intelligence Systems, Inc.

12 Hartwell Avenue
Lexington, MA 02173

Contact: Mr. Donald Hall
Title: President
Phone: 617-863-9540
Fax: 617-863-8094
Established: 1986
Mass. Employees: 18
Product Description:

Produces a computer-based remote controlled data monitoring, storage and reporting system which is battery-operated and designed for critical security and safety applications in harsh environments.

Sherborn Software Systems

226 Western Avenue
Sherborn, MA 01770

Contact: Mr. Douglas Cassell
Title: President
Phone: 508-655-6543
Established: 1982
Mass. Employees: 1
Product Description:

Provides software design, programming and technical writing services.

Shiva Corp.

One Cambridge Center
Cambridge, MA 02141

Contact: Mr. Daniel Schwinn
Title: President
Phone: 617-864-8500
Fax: 617-864-0914
Established: 1985
Mass. Employees: 56
Product Description:

Designs and manufactures modems, serial interfaces, local and remote bridge for Appletalk networks.

Siemens Medical Electronics, Inc.

16 Electronics Ave.
Danvers, MA 01923

Contact: Mr. Manfred Lissinna
Title: President
Phone: 508-750-7500
Fax: 508-777-3398
Established: 1986
Mass. Employees: 373
Product Description:

Develops and manufactures patient monitoring systems for the hospital market.

Sigea Systems, Inc.

19 Pelham Road
Weston, MA 02193

Contact: Mr. Harry Brawley
Title: President
Phone: 617-647-1098
Fax: 617-891-8923
Established: 1981
Mass. Employees: 2
Product Description:

Provides integrated communication products, specializing in custom communication systems. Products includes automatic front end for commercial electronic mail services.

Sigma Circuits, Inc.

Baldwin Green Common
Woburn, MA 01801

Contact: Mr. R. Paul DiPillo
Title: Accounting Manager
Phone: 617-938-0523
Fax: 617-938-7517
Established: 1974
Mass. Employees: 7
Product Description:

Manufactures prototype/ preproduction printed circuits, utilizing magtape laser date. Offers dry film, SMOBC, test and surface mount technology in-house. Design to board fabrications provided.

Signal Technology Corp.

60 Winter Street

Weymouth, MA 02188

Contact: Mr. Dale Peterson

Title: President

Phone: 617-337-8823

Fax: 617-337-8826

Established: 1981

Mass. Employees: 324

Product Description:

Diversified manufacturer of electronic subsystems to 40 GHz in frequency and optical products in ultraviolet, infrared and visible regions of the spectrum.

Significat, Inc.

21 Main Street

Hudson, MA 01749

Contact: Mr. David Udin

Title: CEO

Phone: 508-562-7363

Fax: 508-562-0665

Established: 1986

Mass. Employees: 6

Product Description:

Provides hardware and software on Apollo workstations for data acquisition and signal analysis. Markets include industrial research and medical industries.

Silicon Graphics Computer Systems, Inc.

1 Cabot Road

Hudson, MA 01749

Contact: Mr. Eric Educate

Title: Sales Manager

Phone: 508-562-4800

Fax: 508-562-4755

Established: 1979

Mass. Employees: 35

Product Description:

Regional office for manufacturer of graphic workstations.

Silverplatter Information, Inc.

2 Newton Executive Park

Newton Low Falls, MA 02162

Contact: Ms. Jane Niemi

Title: Marketing

Phone: 617-969-2332

Fax: 617-969-5554

Established: 1985

Mass. Employees: 54

Product Description:

Publishes reference databases on compact disc. Subscription includes database, PC software for search and retrieval, toll free service and support in the US, printed and online documentation. Products and services are targeted to the public, academic, etc.

Simtek

P.O. Box 105

Carlisle, MA 01741

Contact: Ms. Anna Fang

Title: President

Phone: 508-369-5538

Established: 1978

Mass. Employees: 4

Product Description:

Provides software consulting for computerized business simulation focusing on management training.

Singer Information Systems, Inc.

278 Mystic Ave

Medford, MA 02155

Contact: Mr. Richard Singer

Title: President

Phone: 617-295-1200

Established: 1982

Mass. Employees: 5

Product Description:

Provides software, hardware and systems consulting and support.

Skisoft, Inc.

28 Fairlawn Lane

Lexington, MA 02173

Contact: Mr. Ken Skier

Title: President

Phone: 617-861-1190

Fax: 617-861-0086

Established: 1982

Mass. Employees: 2

Product Description:

Develops desktop publishing, word processing and telecommunications software for IBM PCs and compatibles.

Sky Computers, Inc.

27 Industrial Avenue

Chelmsford, MA 01824

Contact: Mr. Bruce Rusch

Title: President

Phone: 508-250-1920

Fax: 508-250-0036

Established: 1980

Mass. Employees: 80

Product Description:

Manufacture array processors for scientific, engineering and industrial uses.

Skylight Software, Inc.

323 Andover St. #5
Wilmington, MA 01887

Contact: Mr. Yuri Litvin
Title: President
Phone: 508-657-5288
Fax: 508-657-5813
Established: 1986

Mass. Employees: 3

Product Description:

Manufactures and markets software tools for the development of user interfaces with graphics and input devices. Also provides contract research and development for OCR and handwritten character recognition.

Smart Software, Inc.

392 Concord Avenue
Belmont, MA 02178

Contact: Mr. Charles Smart
Title: President/COO
Phone: 617-489-2743
Fax: 617-489-2748
Established: 1983

Mass. Employees: 7

Product Description:

Develops and markets business analytical software based on expert systems, including forecasting programs of sales, revenues, costs, inventory levels, industry trends and market share. Markets include business managers/analysts in large corporations, etc.

Smartech Systems, Inc.

183 Columbia Road
Hanover, MA 02339

Contact: Mr. David Shepherd
Title: Regional Acct. Manager
Phone: 617-826-0300
Fax: 617-826-0302
Established: 1985

Mass. Employees: 1

Product Description:

Develops and markets systems software for the IBM VSE operating systems.

Snow Software, Inc.

774 Cabot Street
Beverly, MA 01915

Contact: Ms. Susanne Snow
Title: Treasurer
Phone: 508-927-2580
Established: 1988

Mass. Employees: 2

Product Description:

Develops financial applications and provides integration of micro and minicomputer systems for the healthcare market. Develops laser printing software.

Softbridge Group, The

125 Cambridge Park Drive
Cambridge, MA 02140

Contact: Mr. C. Lawrence Meador
Title: President
Phone: 617-354-6400
Fax: 617-661-1341
Established: 1974

Mass. Employees: 200

Product Description:

Provides information systems management consulting, specializing in decision support systems, expert systems, software technology, market research and software productivity consulting.

Softbridge Microsystems Corp.

125 Cambridge Park Drive
Cambridge, MA 02140

Contact: Mr. Paul Eckbo
Title: Chairman
Phone: 617-576-2257
Fax: 617-561-1341
Established: 1983

Mass. Employees: 200

Product Description:

Develops PC-based and distributed business applications. Products include financial planning and securities, life insurance sales, shipping applications and decision support. Provides consulting, education and support services.

Softech, Inc.

460 Totten Pond Road
Waltham, MA 02154

Contact: Mr. Justus Lowe
Title: CEO/President
Phone: 617-890-6900
Fax: 617-890-6055
Established: 1981

Mass. Employees: 70

Product Description:

Provides software design and development, systems engineering and integration services to private industries and govt agencies, primarily the Department of Defense.

Software 2000, Inc.

One Park Center
Independence Park
Hyannis, MA 02601

Contact: Mr. Douglas MacIntyer
Title: President
Phone: 508-778-2000
Fax: 508-771-9753
Established: 1981
Mass. Employees: 285

Product Description:

Provides financial and human resources management systems for the IBM System 38 and AS/400. Applications include personnel, payroll, flexible benefits, industrial health, general ledger, accounts payable and fixed assets.

Software Export Corporation

P.O. Box 32
Cambridge, MA 02139

Contact: Mr. Michael Rooney
Title: Chairman
Phone: 617-642-5726
Fax: 617-642-5726
Established: 1989
Mass. Employees: 4

Product Description:

Export and import software products; constantly looking for new distributors and products.

Software Garden, Inc.

P.O. Box 373
Newton Highlands, MA 02161

Contact: Mr. Daniel Bricklin
Title: President
Phone: 617-332-2240
Fax: 617-332-2240
Established: 1985
Mass. Employees: 2

Product Description:

Develops prototyping tools for demonstrating existing software or prototyping new software.

Software Horizons, Inc.

44 Mall Road
Burlington, MA 01803

Contact: Dr. Ramal Murali
Title: President
Phone: 617-273-4711
Fax: 617-273-4712
Established: 1983
Mass. Employees: 6

Product Description:

Specializes in software consulting and development for the manufacturing industry. Major areas of focus include Operator Interface software communicating via programmable controllers (PLC) and motion controllers using IBM PC compatible computers and STD-bus based systems. Also markets software libraries for application development needs.

Software Leverage, Inc.

485 Massachusetts Avenue
Arlington, MA 02174

Contact: Mr. Mike Gilbert
Title: President/CFO
Phone: 617-648-1414
Fax: 617-648-5917
Established: 1983
Mass. Employees: 14

Product Description:

Provides consulting and custom engineering for computer manufacturers, software vendors and defense contractors. Products include compilers, assemblers, interpreters, software tools, proprietary languages and development environments.

Software Maintenance and Development Systems, Inc

306 Thoreau Street
P.O. Box 555
Concord, MA 01742

Contact: Mr. Richard Harter
Title: President
Phone: 508-369-7398
Fax: 508-369-8272
Established: 1981
Mass. Employees: 27

Product Description:

Develops software development tools involving relational database and export systems technology. System is used to develop software in any language of UNIX & proprietary operating systems. Services include software support, consulting, custom macro development and training.

Software Partners/32, Inc.

447 Old Boston Road

Topsfield, MA 01983

Contact: Mr. Philip Jamieson

Title: CEO

Phone: 508-887-6409

Fax: 508-887-3680

Established: 1983

Mass. Employees: 20

Product Description:

Develops, markets and supports VAX/VMS software solutions for Fortune 500 clients. Products concentrate on data center management activities.

Software Place, Inc., The

P.O. Box 161

Auburn, MA 01501

Contact: Mr. Richard Berthiaume

Title: President

Phone: 508-832-3000

Fax: 508-832-0666

Established: 1982

Mass. Employees: 3

Product Description:

Supplies IBM PC compatibles and provides custom software.

Software Productivity Research, Inc.

77 South Bedford Avenue

Burlington, MA 01803

Contact: Mr. T. Capers Jones

Title: Chairman

Phone: 617-273-0140

Fax: 617-273-5176

Established: 1985

Mass. Employees: 17

Product Description:

Develops & markets CASE products & services. Applications include project management, software productivity, and quality and function point counting tools. Services include productivity consulting, education & training.

Software Services of America, Inc.

790 Turnpike Street

North Andover, MA 01845

Contact: Mr. Bertram Hickman

Title: President

Phone: 508-681-0802

Fax: 508-794-0830

Established: 1979

Mass. Employees: 18

Product Description:

Provides a retail banking delivery system in separate modules and as an integrated system. Consulting, customized training and documentation provided.

Software Tool Co., Inc.

442 Neck Road

Lancaster, MA 01523

Contact: Mr. Paul Sears

Title: President

Phone: 508-365-6486

Established: 1983

Mass. Employees: 2

Product Description:

Develops CASE, data conversion, DP utilities and UNIX-based software tools. Also provides an innovative software tool development system based on graphical dataflow programming to generate the above products. Offers custom software for VAX/VMS users.

Softwhere, Inc.

W. Shore Drive

P.O. Box 350

Goshen, MA 01032

Contact: Rainer Noess

Title: President

Phone: 413-968-3260

Established: 1983

Mass. Employees: 1

Product Description:

Provides custom software consulting, design & development.

SoftWord Corp.

800 W. Cummings Park

Woburn, MA 01801

Contact: Ms. Sharon Cushing

Title: DB Manager

Phone: 617-933-9170

Fax: 617-933-9170

Established: 1983

Mass. Employees: 10

Product Description:

Develops online facilities for the high tech and defense industries. Provides desktop publishing, training and user testing services.

Solburne Computer, Inc.

77 S. Bedford Street, Suite 230

Burlington, MA 01803

Contact: Mr. Paul Corben

Title: General Manager

Phone: 617-273-3313

Fax: 617-270-0172

Established: 1989

Mass. Employees: 6

Product Description:

Develops super work stations primarily for scientific and engineering market segments. Computers are binary comparable with Sun 4 computer including full software compatibility.

Solustan, Inc.

378 Hillside Avenue
Needham, MA 02194

Contact: Ms. Ashmi Shah

Title: President

Phone: 617-449-7666

Fax: 617-449-7759

Established: 1985

Mass. Employees: 4

Product Description:

Develops desktop publishing systems for non-Roman languages, thirteen major Indian languages, Russian and Arabic. Products are marketed to third world countries, and Russian and US foreign language learning institutions.

Solution Systems

541 Main Street, Suite 410
S. Weymouth, MA 02190

Contact: Mr. Bruce Lynch

Title: CEO

Phone: 617-337-0877

Fax: 617-337-7719

Established: 1984

Mass. Employees: 120

Product Description:

Publishes software development tools for micro-computers.

Solutions By Computer, Inc.

121 Lyman Street
Springfield, MA 01103

Contact: Mr. John Shea

Title: CEO/President

Phone: 413-737-0499

Fax: 413-733-1684

Established: 1982

Mass. Employees: 30

Product Description:

Supplies customized microcomputer inventory management systems and software for rental businesses, including point-of-sale, accounting and other financial applications.

Somerville Associates

28 Westmoreland Road
Hingham, MA 02043

Contact: Mr. Daniel Somerville

Title: President

Phone: 617-749-5547

Established: 1974

Mass. Employees: 2

Product Description:

Provides hardware and software consulting services, including new product development, applications analysis, design implementation and maintenance. Offers programming in engineering, physics, mathematics and business systems with Assembler, FORTRAN, etc.

Sotas, Inc.

192 Merrimack Street
Haverhill, MA 01830

Contact: Mr. Ray Thompson

Title: Vice President

Phone: 508-372-0770

Fax: 508-374-4382

Established: 1984

Mass. Employees: 38

Product Description:

Provides financial application software for the Wang VS and Hewlett Packard HP3000 environments, specializing in general accounting applications. Provides support, training, conversion assistance, contract programming and consulting to its user base.

Source for Automation, Inc.

Commerce Park, N3 Rt 85
Milford, MA 01757

Contact: Mr. Art Martin

Title: CEO/President

Phone: 508-634-3811

Fax: 508-634-8412

Established: 1986

Mass. Employees: 10

Product Description:

Provides modular laboratory automation equipment and software, specializing in research and quality control applications for pharmaceuticals, food, paper, textile, plastic and other industries. Products include a real-time work cell controller, a robotic arm, etc.

Source Translation & Optimization

P.O. Box 404

Belmont, MA 02178

Contact: Mr. Gregory Aharonian

Title: President

Phone: 617-489-3727

Established: 1984

Mass. Employees: 3

Product Description:

Develops a multi-language code generator for standard programming languages, including ADA, C, Fortran and Cobol. Maintains database of source codes to access over 15,000 government computer programs.

Spartacus, Inc.

847 Rogers Street

Lowell, MA 01852

Contact: Mr. Peter Alexander

Title: President

Phone: 508-937-1600

Fax: 508-937-0445

Established: 1981

Mass. Employees: 50

Product Description:

Manufactures network products and systems for linking IBM mainframes and Ethernet local area networks.

Spears Associates, Inc.

249 Vanderbilt Avenue

Norwood, MA 02062

Contact: Mr. David Fuller

Title: President

Phone: 617-769-6900

Fax: 617-769-9725

Established: 1970

Mass. Employees: 150

Product Description:

Manufacture antenna communications systems for military and commercial land, sea and air platforms.

Specialty Corp.

42 Pleasant Street

Stoneham, MA 02180

Contact: Mr. Robert Painter

Title: President

Phone: 617-438-5300

Fax: 617-438-1662

Established: 1967

Mass. Employees: 10

Product Description:

Manufactures reed and solid state relays, surface mount rework stations, IBM PC input/output cards and Millen specialty hardware and RF coils.

Spectran Corp.

50 Hall Road

Sturbridge, MA 01566

Contact: Mr. Raymond Jaeger

Title: President

Phone: 508-347-2261

Fax: 508-347-2747

Established: 1981

Mass. Employees: 77

Product Description:

Manufactures optical fibers for the telecommunications industry.

Spectrum Enterprises, Inc.

67 Curve Street

Wellesley, MA 02181

Contact: Mr. Andrew Langowitz

Title: President

Phone: 617-237-9661

Established: 1981

Mass. Employees: 1

Product Description:

Develops custom applications for PC-DOS and UNIX-based systems. Consults on microcomputer systems and provides computer performance evaluations.

Spectrum Signal Processing, Inc.

460 Totten Pond Road

Waltham, MA 02154

Contact: Mr. William Meshach

Title: General Manager

Phone: 617-890-3400

Fax: 617-890-0976

Established: 1987

Mass. Employees: 3

Product Description:

Provides system engineering and marketing of digital signal processing and intelligent data acquisition products for IBM computers. Offers board level hardware and software for major single chip digital signal processors. Provides development and applications systems.

Spinnaker Software Corp.

201 Broadway

Cambridge, MA 02139

Contact: Mr. David Seuss

Title: CEO

Phone: 617-494-1200

Fax: 617-494-1219

Established: 1982

Mass. Employees: 85

Product Description:

Develops educational, entertainment and productivity software with emphasis on home computer applications.

Stajer Corp.

P. O. Box 1171

Lowell, MA 01853

Contact: Mr. Abraham Zeder

Title: President

Phone: 508-459-2393

Fax: 508-458-3871

Established: 1975

Mass. Employees: 7

Product Description:

Manufactures security systems for retail stores, offices, laboratory equipment, computers and peripherals, display cases and audio equipment.

Star Systems, Inc.

205 Newbury Street

P.O. Box 9205

Framingham, MA 01701

Contact: Mr. Jack Hardy

Title: President

Phone: 508-872-2910

Fax: 508-879-2723

Established: 1979

Mass. Employees: 20

Product Description:

Develops application systems for property casualty insurance companies. Design comparative rating systems for independent insurance agencies.

State Street Consultants, Inc.

31 Milk Street

Boston, MA 02109

Contact: Mr. John Windle

Title: President

Phone: 617-720-2020

Fax: 617-720-0224

Established: 1967

Mass. Employees: 32

Product Description:

Provides sales and marketing consulting, and qualifying and market targeting services. Develops software to automate target marketing and sales systems.

Statistical Innovations, Inc.

375 Concord Avenue

Belmont, MA 02178

Contact: Mr. Jay Magidson

Title: President

Phone: 617-489-4490

Established: 1981

Mass. Employees: 7

Product Description:

Consults on mathematical modelling as applied to direct marketing, market segmentation, survey design and analysis. Also develops and markets a segmentation system and other custom software.

Steinbrecher Corp.

185 New Boston Street

Woburn, MA 01801

Contact: Mr. Donald Steinbrecher

Title: CEO

Phone: 617-935-8460

Fax: 617-935-8848

Established: 1974

Mass. Employees: 63

Product Description:

Manufacture millimeter-wave microwave and RF components, subsystems and systems for advanced communications and high speed data acquisition.

Stellar Computer, Inc.

95 Wells Avenue

Newton, MA 02159

Contact: Mr. John Poduska

Title: CEO

Phone: 617-964-1000

Fax: 617-964-8962

Established: 1985

Mass. Employees: 120

Product Description:

Manufacture graphic supercomputers for use in advanced scientific and technical applications.

Stevens Software Co.

1573 Fall River Avenue

Seekonk, MA 02771

Contact: Mr. Michael Stevens

Title: CEO

Phone: 508-336-3323

Established: 1980

Mass. Employees: 6

Product Description:

Develops custom software for mini and microcomputer systems for small and medium-sized manufacturing companies with emphasis on order entry, inventory management, production management and accounting applications, using fourth generation languages.

Stow Computer

111 Old Bolton Road

Stow, MA 01775

Contact: Mr. George Peo

Title: President

Phone: 508-897-6838

Established: 1983

Mass. Employees: 1

Product Description:

Provides digital signal processing, hardware design, prototyping and governmental contracting services and consulting.

Strategic Software Planning Corp.

150 Cambridge Park Drive
Cambridge, MA 02140

Contact: Mr. Massimo Grimaldi

Title: CEO

Phone: 617-354-1504

Fax: 617-354-8207

Established: 1982

Mass. Employees: 20

Product Description:

Develops and distributes project management software.

Stratus Computer, Inc.

55 Fairbanks Blvd.

Marlborough, MA 01752

Contact: Mr. William Foster

Title: President

Phone: 508-460-2000

Fax: 508-485-2567

Established: 1980

Mass. Employees: 1000

Product Description:

Manufactures 32-bit fault-tolerant minicomputers and systems software for online transaction processing and communications control used by banks, brokerage houses, stock exchanges, financial service companies and other manufacturers.

Stypher Corp., The /dba Adams-Smith

34 Tower Street

Hudson, MA 01749

Contact: Mr. Andrew Simon

Title: President

Phone: 508-562-3801

Fax: 508-568-0404

Established: 1982

Mass. Employees: 30

Product Description:

Manufactures longitudinal and vertical interval time code equipment, tape synchronizing, sound sweetening and audio editing equipment and MIDI synchronizing equipment.

Sumaria Systems, Inc.

18 Lakeside Office Park

Wakefield, MA 01880

Contact: Mr. Venilal Sumaria

Title: President

Phone: 617-245-9810

Established: 1982

Mass. Employees: 50

Product Description:

Provides systems engineering, software engineering, software development, consulting, contract research and development, documentation, graphics services and training.

Sun Microsystems, Inc./East Coast Division

2 Federal Street

Billerica, MA 01821

Contact: Ms. Ellen Kokos

Title: Director of Marketing

Phone: 508-667-0010

Fax: 508-671-0049

Established: 1985

Mass. Employees: 660

Product Description:

Engineering, marketing and service facility for manufacturer of computer workstations. Software developed at this location includes electronic publishing and government applications.

Sutton Software, Inc.

19 Stonehill Road

North Chelmsford, MA 01863

Contact: Mr. Robert Sutton

Title: President

Phone: 508-251-8800

Established: 1983

Mass. Employees: 4

Product Description:

Turnkey manufacturing systems for MRP or job shops. Also develop medical and legal software.

Symantec Corp.

135 South Road

Bedford, MA 01730

Contact: Mr. Gordon Eubanks

Title: CEO/President

Phone: 617-275-4800

Fax: 617-275-2124

Established: 1982

Mass. Employees: 25

Product Description:

Develops Apple Macintosh and IBM PC software products, including an electronic mail system and Macintosh programming languages.

Symbolics, Inc.

8 N.E. Executive Park

Burlington, MA 01803

Contact: Mr. Jay Wurts

Title: CEO/Chairman

Phone: 617-221-1000

Established: 1980

Mass. Employees: 58

Product Description:

Develops, manufactures and markets symbolic processing computers and software, tools and networks for artificial intelligence and other advanced computing techniques. Software products include expert systems applications, documentation products, etc.

Symmetrix, Inc.

8 New England Executive Park
Burlington, MA 01803

Contact: Mr. George Bennett

Title: President

Phone: 617-273-1280

Fax: 617-270-9474

Established: 1986

Mass. Employees: 90

Product Description:

Develops software for the manufacturing environment.

Synergistics, Inc.

9 Tech Circle
Natick, MA 01760

Contact: Mr. William Tetrick

Title: CEO

Phone: 508-655-1340

Fax: 508-651-2902

Established: 1968

Mass. Employees: 33

Product Description:

Manufactures security access control systems from one to four door-protection systems. Also offers a PC-PAC system which can control up to 256 doors in high security areas.

Synetics Corp.

540 Edgewater Drive
Wakefield, MA 01880

Contact: Mr. Bahar Uttam

Title: President

Phone: 617-245-9090

Fax: 617-245-6311

Established: 1984

Mass. Employees: 75

Product Description:

Synetics Corporation is a high technology systems developer and integrator specializing in solving systems engineering, information management and telecommunications problems for both domestic and international corporate and government clients. Synetics' expertise includes hardware and software systems engineering; decision support and expert systems; executive information systems; and networking and communications systems support.

Synon Corp.

5 Mountain Road
Framingham, MA 01701

Contact: Mr. Edward Gilroy

Title: President

Phone: 508-620-8800

Established: 1981

Mass. Employees: 10

Product Description:

Provides software and systems development for banking and financial institutions. Services include EDP and communications consulting, custom applications development, systems evaluation and custom training.

Syntest Corp.

40 Locke Drive
Marlborough, MA 01752

Contact: Mr. Curtis Hoffman

Title: President

Phone: 508-481-7827

Fax: 508-481-5769

Established: 1971

Mass. Employees: 15

Product Description:

Manufacture synthesizers and printer products for OEM, industrial and military markets.

System Resources Corp.

128 Wheeler Road
Burlington, MA 01803

Contact: Mr. Samir Desai

Title: CEO

Phone: 617-270-9228

Fax: 617-272-2589

Established: 1985

Mass. Employees: 50

Product Description:

Provides engineering, software development, program support and analytical services in air traffic control, navigation, landing, communications, aviation safety, radar systems and computer operations support.

System Software Associates, Inc.

325 Hoppingbrook Road
Holliston, MA 01746

Contact: Mr. Roger Covey

Title: President

Phone: 508-429-7200

Fax: 508-429-8477

Established: 1980

Mass. Employees: 75

Product Description:

Develops an integrated line of applications for manufacturing, wholesale, distribution, financial and decision support environments. Products include CIM, MRP and forecasting tools.

Systems Analysis Services, Inc.

335 Auburn Street
Auburndale, MA 02166

Contact: Mr. Victor Nahigian

Title: President

Phone: 617-965-4615

Fax: 617-965-2570

Established: 1978

Mass. Employees: 18

Product Description:

Provides custom programming for Wang users.

Systems Center

125 Technology Drive
Waltham, MA 02154

Contact: Mr. Francis Gan

Title: Program Manager

Phone: 617-891-7676

Fax: 617-899-6700

Established: 1985

Mass. Employees: 25

Product Description:

Develops and distributes proprietary systems and software products for IBM mainframes. Also provides education consulting and a newsletter for database professionals.

Systems Design, Inc.

P.O. Box 2256
Peabody, MA 01960

Contact: Ms. Linda Harrison

Title: President

Phone: 508-535-3131

Established: 1982

Mass. Employees: 1

Product Description:

Provides microcomputer software analysis, design, programming and testing, documentation, training, system and peripheral selection. Specialized in dBASE and Clipper applications, including medical, manufacturing and subscription markets.

Systems Designer Software, Inc.

101 Main Street
Cambridge, MA 02142

Contact: Mr. William Toscano

Title: President

Phone: 617-273-3030

Established: 1984

Mass. Employees: 12

Product Description:

Develops ADA cross compilers and other development tools.

Systems Engineering, Inc.

470 Totten Pond Road
Waltham, MA 02154

Contact: Mr. Alan Day

Title: President

Phone: 617-890-2110

Fax: 617-890-0787

Established: 1982

Mass. Employees: 25

Product Description:

Provides computer consulting to the mainframe environment. Services include systems management, network design, systems programming, capacity planning and facilities management.

Systems Software Architects

12 Pond Lane, Suite 47
Arlington, MA 02174

Contact: Mr. Peter Addis

Title: President

Phone: 617-648-6284

Established: 1988

Mass. Employees: 1

Product Description:

Provides contract consulting services in systems and engineering software development, specializing in custom software development on UNIX and other systems.

Sytron Corp.

117 Flanders Road
Westborough, MA 01581

Contact: Mr. Anthony Antonuccio

Title: President

Phone: 508-898-0100

Fax: 508-898-2677

Established: 1983

Mass. Employees: 50

Product Description:

Develops utility software for personal computer.

Tactics Group, Inc., The

10 State Street
Woburn, MA 01801

Contact: Mr. John Kubicek

Title: CEO

Phone: 617-932-6500

Established: 1988

Mass. Employees: 6

Product Description:

Provides software consulting focusing on territory design and management, including sales and service territory analysis, redesign and monitoring through consulting and computer-generated maps and reports.

Tandem Computers, Inc.

7 Wells Avenue

Newton, MA 02159

Contact: Mr. Mike Thompson
Title: District Sales Manager
Phone: 617-964-6500
Fax: 617-964-5042
Established: 1974

Mass. Employees: 35

Product Description:

Sales and engineering office for manufacturer of computer systems and networks for the on-line transaction processing market.

Tang Data Corp.

100 Eames Street

Framingham, MA 01701

Contact: Mr. Phillip Tang
Title: President
Phone: 508-872-7430
Established: 1980

Mass. Employees: 5

Product Description:

Conducts research and development of wafer scale computers.

Tax Help

6 Hopkins Road

Peabody, MA 01960

Contact: Mr. Ralph Mednick
Title: President
Phone: 508-535-0688
Fax: 508-535-8893
Established: 1984

Mass. Employees: 5

Product Description:

Develops and markets software for the tax practitioner and individuals in Massachusetts and other state systems.

Team Computer Systems, Inc.

110 Cedar Street

Wellesley, MA 02181

Contact: Mr. William Eick
Title: President
Phone: 617-239-3500
Established: 1983

Mass. Employees: 1

Product Description:

Provides custom software development, computer consulting and software/systems support.

Teamco System Innovation, Inc. DBA Mitrol

800 W. Cummings Park

Suite 6300

Woburn, MA 01801

Contact: Mr. David Wilkerson

Title: President

Phone: 617-933-9545
Fax: 617-938-5487

Established: 1988

Mass. Employees: 30

Product Description:

A fourth generation language and database for its own portfolio and for creating joint ventures with industry experts in banking, human resources and transportation. Also develops and markets manufacturing applications software.

Technical Communications Corp.

100 Domino Drive

Concord, MA 01742

Contact: Mr. Arnold M. McCalmont
Title: President
Phone: 508-369-7563
Fax: 508-371-1280
Established: 1961

Mass. Employees: 50

Product Description:

Manufacture communication security devices for use with telephone, data, and facsimile equipment.

Technical Data International

11 Farnsworth Street

Boston, MA 02210

Contact: Mr. Jeffrey Parker
Title: CEO/President
Phone: 617-345-2000
Fax: 617-951-2520
Established: 1986

Mass. Employees: 215

Product Description:

Provides computerized information services and software for the international investment community.

Technical Support Software, Inc.

72 Kent Street

Brookline, MA 02146

Contact: Mr. Christopher Risley
Title: CEO/President
Phone: 617-734-4317
Fax: 617-734-4160
Established: 1983

Mass. Employees: 10

Product Description:

Develops mathematical typesetting software to integrate with MS DOS word processing systems.

Technimation, Inc.

34 Greenwood Road
Burlington, MA 01803

Contact: Mr. Cyrus Todd
Title: President
Phone: 617-273-4430
Fax: 617-273-4373
Established: 1971

Mass. Employees: 5

Product Description:

Develops terabyte image/data file server systems using gigabaud fibre optic LANs, disc arrays and high-rise graphics monitors.

Technologies, Inc.

2 Sheridan Lane
P.O. Box 1004
Littleton, MA 01460

Contact: Mr. David J. Edgerton
Title: President/Treasurer
Phone: 508-486-8500
Established: 1986

Mass. Employees: 2

Product Description:

Develops outline software and a structured editor for legal, engineering, business and educational applications. Provides consulting, systems design and programming services.

Technology Concepts, Inc.

40 Tall Pine Drive
Sudbury, MA 01776

Contact: Mr. John Borgman
Title: COO
Phone: 508-443-7311
Fax: 508-443-7310
Established: 1981

Mass. Employees: 110

Product Description:

Provides consulting, software engineering and educational services for data and telecommunications needs. Software products allow non-DEC systems to speak to DEC systems on a DEC network.

Technology Research Group, The

2 Park Plaza, Suite 510
Boston, MA 02116

Contact: Mr. Andrew Rappaport
Title: President
Phone: 617-482-4200
Fax: 617-482-4585
Established: 1984

Mass. Employees: 14

Product Description:

Electronic design automation tools, semi-custom integrated circuits and other technologies critical to the design of advanced electronics systems. Products and services include user-specific integration circuits, etc.

Technology Training Associates, Inc.

50 Western Avenue
Cambridge, MA 02139

Contact: Mr. Frank Schroth
Title: President
Phone: 617-497-5030
Established: 1984

Mass. Employees: 5

Product Description:

Provides products and services related to instruction and technology. Products include educational software, computer-based training and corporate demonstration disks. Services include instructional design, software evaluation, documentation and project management.

Techprint Incorporated

28 Sixth Rd
Woburn, MA 01801

Contact: Mr. Paul Durant
Title: President
Phone: 617-933-8420
Fax: 617-933-7399
Established: 1974

Mass. Employees: 100

Product Description:

Manufactures membrane switches, nameplates, panels and graphic overlays.

Techwriting Affiliates, Inc.

19 Brentwood Avenue
Newton, MA 02159

Contact: Mr. John Kirsch

Title: CEO

Phone: 617-965-5885

Fax: 617-965-4669

Established: 1980

Mass. Employees: 9

Product Description:

Writes Software and Hardware documentation, on-line help, demonstrations, and computer-based training programs. Develops printing/packaging material products. Consults in doc standards, on-line presentation, CD-ROM & hytext. Provides writing management workshops and recruitment services.

Tegra, Inc.

900 Middlesex Turnpike, Building 5
Billerica, MA 01821

Contact: Mr. Robert Trenkamp

Title: Chairman

Phone: 508-663-7435

Fax: 508-663-7082

Established: 1982

Mass. Employees: 120

Product Description:

Develops & manufactures laser printing and imaging systems for the electronic publishing industry. Provides installation, training and documentation.

TEK Microsystems, Inc.

One North Avenue
Burlington, MA 01803-3395

Contact: Mr. Andrew Reddig

Title: President

Phone: 617-270-0808

Fax: 617-270-0813

Established: 1981

Mass. Employees: 20

Product Description:

Produces PC-based desktop management software, including appointment book, calc, disk manager, lock-up, note pad, macros & other office automation programs. Also offers hardware design & development, testing & production of standalone & integrated printed circuit boards; various consulting services

Tekelec

200 Chauncy Street
Suite 201

Mansfield, MA 02048

Contact: Mr. Gerry Mongeau

Title: N. Eastern Sales Manager

Phone: 508-339-5785

Fax: 508-339-9118

Established: 1971

Mass. Employees: 1

Product Description:

Designs, manufactures and markets test systems for data communications, telecommunications and integrated voice/data communications for design, test, installation, and integration, maintenance and repair of telecommunications and computer devices and networks.

Tektronix, Inc.

482 Bedford Street
Lexington, MA 02173

Contact: Mr. Robert Lundeeny

Title: CEO/President

Phone: 617-861 6800

Fax: 617-863-5994

Established: 1986

Mass. Employees: 100

Product Description:

Supplies electronic products and systems, specializing in the areas of test and measurement equipment, computer graphics and communications. Develops software related to these products.

Telcor Systems Corp.

4 Strathmore Road
Natick, MA 01760

Contact: Mr. Francis Bacon

Title: Chairman

Phone: 508-653-3995

Fax: 508-651-0065

Established: 1983

Product Description:

Designs and manufactures modems featuring data compression, error correction, Hayes compatibility, password callback security, autodial, autoanswer and DES encryption. Also provides a rack mount modem system for network control of the dial modem system. This control maintains security parameters and a complete audit trail of network events.

Tele-Engineering Corp./G.E. Products

2 Central Street
 Framingham, MA 01701
 Contact: Mr. Ernest Tunmann
 Title: President
 Phone: 508-877-6494
 Fax: 508-788-0324
 Established: 1973
 Mass. Employees: 50
 Product Description:

Designs and manufactures broadband local area networks and programmable video and audio switching equipment. Designs and installs CATV systems. Offers telecommunications consultation and design.

Teledyne Engineering Services, Inc.

130 Second Avenue
 Waltham, MA 02254
 Contact: Mr. Fred Bailey
 Title: CEO
 Phone: 617-890-3350
 Fax: 617-890-0771
 Established: 1948
 Mass. Employees: 85
 Product Description:

Develops engineering and CAD/CAM software associated with systems engineering services. Provides mechanical testing, fatigue and fracture mechanics. Also provides mechanical design and analysis consulting services.

Teleprocessing, Inc.

120 Fulton Street
 Boston, MA 02109
 Contact: Mr. Norman Rasmussen
 Title: CEO/President
 Phone: 617-367-3210
 Fax: 617-589-0598
 Established: 1980
 Mass. Employees: 20
 Product Description:

Provides systems integration and develops office automation and networking software. Service include installation conversion and training.

Telescada, Inc.

205 Oak Street
 Pembroke, MA 02359
 Contact: Mr. Walter Pitts
 Title: President
 Phone: 617-826-4479
 Fax: 617-826-9987
 Established: 1986
 Mass. Employees: 4
 Product Description:

Manufactures supervisory control and data acquisition systems used in the transmission and distribution of water, electrical power, gas and petroleum.

Televideo Systems, Inc.

1601 Trapelo Road
 Waltham, MA 02154
 Contact: Ms. Susanne Blake
 Title: Office Manager, Sales Administrator
 Phone: 617-890-3282
 Fax: 617-890-3274
 Established: 1975
 Mass. Employees: 3
 Product Description:

Regional office for manufacturers of VDTs, local area networks, and IBM PC compatibles.

Telos Corp.

1601 Trapelo Road
 Waltham, MA 02154
 Contact: Ms. Patricia Anderson
 Title: Manager
 Phone: 617-890-5517
 Fax: 617-890-6725
 Established: 1969
 Mass. Employees: 30
 Product Description:

Develops software on contract basis specializing in business and real-time scientific applications.

Teradyne, Inc.

321 Harrison Avenue
 Boston, MA 02118
 Contact: Mr. Alexander D'Arbeloff
 Title: CEO/President
 Phone: 617-482-2700
 Fax: 617-451-1984
 Established: 1960
 Mass. Employees: 1700
 Product Description:

Manufactures automatic test equipment software and backplane connection systems used in the electronics and telecommunications industries. Products include test systems for integrated circuits, circuit boards, telephone lines and networks, etc.

Testware, Inc.

399 River Road
Hudson, MA 01749
Contact: Mr. Hank Henderson
Title: President/COO
Phone: 508-568-9100
Fax: 508-568-1329
Established: 1983
Mass. Employees: 9
Product Description:
Develops in-circuit test software for GenRad systems.

Texas Instruments, Inc.

Materials & Control
34 Forest Street
Attleboro, MA 02703
Contact: Mr. William Polleys
Title: President
Phone: 508-699-3800

Fax: 508-699-1384
Established:
Mass. Employees: 4300
Product Description:
Manufactures metallurgical materials and controls,
electronic connectors, sockets and keyboards.

Texnology, Inc.

57 Longwood Avenue
Brookline, MA 02146
Contact: Ms. Amy Hendrickson
Title: President
Phone: 617-738-8029
Fax: 617-738-1626
Established: 1985
Mass. Employees: 1
Product Description:
TeX Consulting: TeX and La TeX macro writing to
meet designer specifications for software
documentation or book production. Custom
modifications on existing TeX or La Tex formats.

The Fidelis, Inc.

94 Bridge Street
Newton, MA 02158
Contact: Mr. Jack Kelley
Title: President
Phone: 617-964-9020
Fax: 617-332-8819
Established: 1971
Mass. Employees: 25
Product Description:
Manufacturers of data acquisition and control systems.

Thermofab Corp.

Walker Road
Shirley, MA 01464
Contact: Mr. Thomas King
Title: President
Phone: 508-425-2311
Fax: 508-425-2305
Established: 1976
Mass. Employees: 30
Product Description:
Manufactures plastic enclosures for the electronic
industry.

Theta Systems, Inc.

400 W. Cummings Park
Woburn, MA 01801
Contact: Mr. Alan Campagna
Title: President
Phone: 617-933-4234
Fax: 617-933-5576
Established: 1973
Mass. Employees: 5
Product Description:
Develops software and customizes systems, including
fuel assistance and fuel conservation programs.

Theta-J Corp.

107 Audubon Rd.
Wakefield, MA 01880
Contact: Mr. Andrew Kariotis
Title: CEO
Phone: 617-246-4000
Fax: 617-246-1356
Established: 1976
Mass. Employees: 60
Product Description:
Manufactures solid state switch devices and power
supplies for the telecommunications, computer,
industrial control and instrumentation industries.

Thinking Machines Corp.

245 First Street
Cambridge, MA 02142-1214
Contact: Ms. Sheryl Handler
Title: President
Phone: 617-876-1111
Fax: 617-876-1823
Established: 1983
Mass. Employees: 350
Product Description:
Manufactures parallel processing hardware and
artificial intelligence software.

Thomson Financial Networks

11 Farnsworth Street
Boston, MA 02210

Contact: Mr. Jeffrey Parker
Title: CEO
Phone: 617-345-2000
Fax: 617-951-2520
Established: 1986

Mass. Employees: 215

Product Description:

Provides computerized information services and software for the international investment community.

Timeslips Corp.

239 Western Avenue
Essex, MA 01929

Contact: Mr. Mitchell Russo
Title: President
Phone: 508-768-6100
Fax: 508-768-7660
Established: 1985

Mass. Employees: 30

Product Description:

Develops productivity and project management systems with time and expense tracking and billing generators for both PC and Macintosh environments including a network version for up to twelve workstations.

Titan Corp., The

2000 W. Park Drive
Westborough, MA 01581

Contact: Mr. Larry Smack
Title: Division Manager
Phone: 508-870-0006
Fax: 508-870-0819
Established: 1981

Mass. Employees: 40

Product Description:

Provides software engineering, systems integration and independent verification and validation for commercial and military markets.

Tom Snyder Productions

90 Sherman Street
Cambridge, MA 02140

Contact: Mr. Tom Snyder
Title: CEO
Phone: 617-876-4433
Fax: 617-876-0033
Established: 1980

Mass. Employees: 18

Product Description:

Develops and publishes educational software and provides consulting services for incorporating computers into the classroom.

Tradenet, Inc.

101 Main Street
Cambridge, MA 02142

Contact: Mr. Sean Doherty
Title: CEO/President
Phone: 617-864-6500
Fax: 617-864-4352
Established:

Mass. Employees: 8

Product Description:

Provides software for petroleum and commodity traders, specializing in communications with risk management and reporting functions.

Transactions Unlimited, Inc.

166 North Main Street
Andover, MA 01810

Contact: Mr. Robert Najjar
Title: President
Phone: 508-475-2675
Fax: 508-470-0155
Established: 1984

Mass. Employees: 5

Product Description:

Supplies turnkey computer systems and custom software focusing on accounting systems.

Transition Systems, Inc.

35 Kneeland Street
Boston, MA 02111

Contact: Mr. Robert Raco
Title: CEO/President
Phone: 617-338-1005
Fax: 617-338-8516
Established: 1985

Mass. Employees: 70

Product Description:

Provides integrated financial and clinical decision support software for control of costs, productivity and strategic planning for the healthcare industry.

Tranti Systems, Inc.

1 Chelmsford Road
N. Billerica, MA 01862

Contact: Mr. Frank Trantanella
Title: President
Phone: 508-667-8321
Fax: 508-671-0157
Established: 1970

Mass. Employees: 140

Product Description:

Manufacture point-of-sale computers & video systems with stand alone registers for the fast food industry.

Travis Datatrak, Inc.

42 Pleasant street
Watertown, MA 02172

Contact: Mr. R. M. Travis
Title: CEO
Phone: 617-926-2929
Fax: 617-929-4944
Established: 1982
Mass. Employees: 15

Product Description:

Develops PC-based automated sales and marketing software for telemarketing, direct mailing and software management. Services include consulting, installation, design and customization. Key markets include banking, insurance and high technology industries.

Triax Corp.

294 Washington Street, Suite 610
Boston, MA 02108

Contact: Mr. Robert Scanlon
Title: President
Phone: 617-292-8065
Fax: 617-338-1486
Established: 1980
Mass. Employees: 8

Product Description:

Supplies software for securities processing and money market trade accounting for financial services industry.

Tritech Labs, Inc.

1538 Turnpike Street
North Andover, MA 01845

Contact: Mr. R. Patrick Zoeller
Title: CEO/President
Phone: 508-975-1500
Fax: 508-975-5284
Established: 1986
Mass. Employees: 10

Product Description:

Provides integration of voice/data computer systems including voice/data premise wiring designs. Also develops custom applications and offers PBX telephone system evaluations. Offers focused systems consulting to the healthcare industry.

True Data Products, Inc.

115 South Main Street
Uxbridge, MA 01569

Contact: Mr. Mark Rachwell
Title: President
Phone: 508-278-6555
Established: 1982
Mass. Employees: 9

Product Description:

Manufactures ATs and XTs and add-on products for Tandy and Radio Shack color computers.

Turning Point Software, Inc.

230 Western Avenue
Boston, MA 02134

Contact: Mr. Kenneth Tepper
Title: President
Phone: 617-782-4877
Fax: 617-782-2749
Established: 1983
Mass. Employees: 27

Product Description:

Develops microcomputer software for publishers, hardware manufacturers and other high technology firms.

Turning Point Systems, Inc.

6 Washington Street
Beverly, MA 01915

Contact: Mr. Elery LeBlanc
Title: President
Phone: 508-927-6820
Fax: 508-922-5849
Established: 1978
Mass. Employees: 15

Product Description:

Develops software for IBM mid-range and small mainframe systems. Applications include accounting, inventory management and warehousing, order processing, and returns.

Underware, Inc.

321 Columbus Avenue
Boston, MA 02116

Contact: Mr. David Nanian
Title: President
Phone: 617-267-9743
Fax: 617-424-1839
Established: 1983
Mass. Employees: 4

Product Description:

Develops PC-based software including a programming editor.

Unex Corp.

927 Industrial Avenue
Chelmsford, MA 01824

Contact: Mr. John Ela
Title: President
Phone: 508-256-8222
Fax: 508-250-9055
Established: 1981
Mass. Employees: 50

Product Description:

Manufactures telephone headsets, infrared assistive listening devices and infrared teleconferencing systems.

Ungermann-Bass, Inc.

5 Corporate Drive
Andover, MA 01810

Contact: Ms. Mary Anne Flynn
Title: District Manager
Phone: 508-687-7772
Fax: 508-681-9996
Established: 1979

Mass. Employees: 100

Product Description:

Develops and markets PC networking systems and software, including PC to mainframe, terminals to mainframe, and PC to file server connectivity products. Also develops XNS & TCP/IP protocols & terminal emulation programs, including a scripting language for non-technical end users.

Unicom Office Systems Software

510 King Street
P.O. Box 1523
Littleton, MA 01460

Contact: Mr. Jan Paul von Wendt
Title: President
Phone: 508-486-8175
Fax: 508-486-9487
Established: 1983

Mass. Employees: 4

Product Description:

Provides integrated office solutions for the legal and banking industries. Applications include legal time, billing & management, real estate conveyancing, docket control & calendaring, collection & tracking systems, lease management, litigation support; Consulting, R&D, education and training.

Union International Systems, Inc.

1372 Hancock Street, Suite 302
Quincy, MA 02169

Contact: Mr. Michael Roberts
Title: President
Phone: 617-770-3800
Fax: 617-770-0690
Established: 1981

Mass. Employees: 14

Product Description:

Develops microcomputer software for trade unions, labor relations programs, political campaigns and other membership organizations. Provides consulting, needs analysis, customer software, design specifications and requests for proposal.

Uniras, Inc.

50 Mall Road, Suite 204
Burlington, MA 01803

Contact: Mr. John Vismeg
Title: Engineer
Phone: 617-272-7260
Fax: 617-229-2301
Established: 1981

Mass. Employees: 4

Product Description:

Manufactures graphics software systems, specializing in graphics, aerodynamics, chemical mapping, signal processing, 2D, 3D, thermal analysis, design, fluid dynamics, weather, research, plotting, display, image, seismic, exploration, sonar, radar, manufacturing, etc.

Unisys, Inc.

60 William Street
Wellesley, MA 02181

Contact: Mr. Dick Laferriere
Title: District Sales Manager
Phone: 617-237-1000
Fax: 617-237-1000
Established: 1986

Mass. Employees: 90

Product Description:

Provides operating systems for what were formerly Sperry and Burroughs hardware systems. Also provides packaged and customized applications software.
United Innovations

United Innovations

171 Interstate Drive
W. Springfield, MA 01089

Contact: Mr. Christopher Parent
Title: Vice President
Phone: 413-733-3333
Fax: 413-785-1993
Established: 1953

Mass. Employees: 18

Product Description:

Manufactures flatbed pen blotter for CAD application.

Univision Technologies, Inc.

3 Burlington Woods
Burlington, MA 01803

Contact: Mr. Eli Warsawski
Title: President
Phone: 617-221-6700
Fax: 617-221-6777
Established: 1986

Mass. Employees: 15

Product Description:

Manufactures and markets high resolution display products, including display controllers and frame grabbers with display resolution from 1024x1024 to 2048x2048; color and monochrome displays are available.

Uniworks, Inc.

54 A Main Street
Maynard, MA 01754

Contact: Mr. John Paul
Title: CEO/President
Phone: 508-897-6650
Fax: 508-897-4804
Established: 1985

Product Description:

Develops software for the UNIX, VMS, and MS DOS markets. Products include a full-screen text editor windowing for any ASCII terminal. Provides over 400 commands with international character support and may be customized.

Unkel Software, Inc.

62 Bridge Street
Lexington, MA 02173

Contact: Mr. William Unkel
Title: President
Phone: 617-861-0181
Fax: 617-861-1850
Established: 1985

Mass. Employees: 4

Product Description:

Develops engineering software for engineering and scientific laboratories, specializing in data acquisition, processing and equipment/accounts control.

US Pixel Corp.

59 Fountain Street
Framingham, MA 01701

Contact: Mr. Aaron Fishman
Title: President
Phone: 508-875-6958
Fax: 508-875-6714
Established: 1981

Mass. Employees: 16

Product Description:

Manufactures high resolution CRT monitors and desktop publishing equipment.

V I Corp.

47 Pleasant Street
Northampton, MA 01060

Contact: Mr. George Brandt
Title: President
Phone: 413-253-3482
Fax: 413-586-3805
Established: 1986

Mass. Employees: 46

Product Description:

Develops and markets interactive graphics software. Provides documentation and maintenance including online customer support. Also provides consulting, contract research and development and training.

V L S I Technology, Inc.

261 Ballardvale Street
Wilmington, MA 01887

Contact: Mr. Art Tomasino
Title: Director of Technology
Phone: 508-658-7686
Fax: 508-657-6420
Established: 1985

Mass. Employees: 25

Product Description:

Designs and manufactures memories, logic products and application-specific integrated circuits (ASICs). Northeast division headquarters provides sales office and technology center.

V Mark Software, Inc.

5 Strathmore Road
Natick, MA 01760

Contact: Mr. James Capeless
Title: CEO
Phone: 508-655-3700
Fax: 508-655-8395
Established: 1984

Mass. Employees: 35

Product Description:

Develops programming software and database management products for the UNIX environment. Products include a fourth generation language and multi-user, multi-tasking relational database system for applications development.

Valid Logic Systems, Inc.

2 Omni Way
 Chelmsford, MA 01824
 Contact: Mr. W. Douglas Hajjar
 Title: CEO/President
 Phone: 508-256-2300
 Fax: 508-250-0087
 Established: 1981
 Mass. Employees: 125
 Product Description:

Designs and manufactures engineering workstations, CAE software, electronic design automation (EDA) systems and software, including applications for IC layout, advanced verification, mask design and other tools for the development of electronics systems.

Venturcom, Inc.

215 First Street
 Cambridge, MA 02142
 Contact: Dr. Myron Zimmerman
 Title: President
 Phone: 617-661-1230
 Fax: 617-577-1607
 Established: 1980
 Mass. Employees: 14
 Product Description:

Develops real-time UNIX software for PCs & compatibles. Markets include process control applications & data acquisitions. Also provides software development platforms for integration of business operations which require decision support, office automation, etc.

Venture Software, Inc.

222 Third Street
 Cambridge, MA 02142
 Contact: Ms. Mary Cahill
 Title: President
 Phone: 617-491-6156
 Established: 1986
 Mass. Employees: 9
 Product Description:

Develops and markets business software for small business development centers, venture capital forms, entrepreneurs and consultants. Applications include business goals, marketing promotion operations, personnel, financial funding and evaluation.

Verbatim Corp.

15 Benton Drive
 E. Longmeadow, MA 01028
 Contact: Mr. Bill Skala
 Title: Sales Manager
 Phone: 413-525-4919
 Fax: 413-525-4720
 Established: 1971
 Mass. Employees: 3
 Product Description:

Manufactures removable magnetic media. Products include floppy disks, digital cassette and related preventive maintenance products.

Verticomp, Inc.

6 Courthouse Lane
 Chelmsford, MA 01824
 Contact: Mr. Stephen Buckley
 Title: CEO
 Phone: 508-458-3458
 Established: 1984
 Mass. Employees: 25
 Product Description:

VAR developing software for vertical markets, including retail point-of-sale, furniture special order, fire equipment, hospital equipment and home decorating retailers. Packages are linked to financial software and run on PICK and UNIX-based hardware.

Victor Microwave, Inc.

38 West Water Street
 Wakefield, MA 01880
 Contact: Mr. Steven A. Parks
 Title: President
 Phone: 617-245-4472
 Fax: 617-246-3718
 Established: 1969
 Mass. Employees: 55
 Product Description:

Satellite/microwave: custom microwave components and specialized manufacturing. Specialty is waveguide components for use at most frequencies. Facilities are: machining, brazing, assembly, electrical calibration.

Victor Microwave, Inc.

38 W. Water Street
 Wakefield, MA 01880
 Contact: Mr. Steven Parks
 Title: President/CEO
 Phone: 617-245-4472
 Fax: 617-246-3718
 Established: 1964
 Mass. Employees: 68
 Product Description:

Manufactures microwave systems and components for military and commercial applications.

Vieability, Inc.

15 Hibbert Street
Lexington, MA 02173
Contact: Mr. David Kessler
Title: President
Phone: 617-861-0597
Fax: 617-861-0597
Established: 1985
Mass. Employees: 2
Product Description:

Provides software consulting and technical writing.
Designs PC system utilities, telephone accounting software and applications development tools.

Viewlogic Systems, Inc.

293 Boston Post Road W.
Marlborough, MA 01752
Contact: Mr. Alain Hanover
Title: CEO
Phone: 508-480-0881
Fax: 508-480-0882
Established: 1984
Mass. Employees: 160
Product Description:

Designs, manufactures and markets computer-aided engineering workstation software for analog, ASIC and printed circuit board design.

Vincent Associates

14 Dalton Avenue
Pittsfield, MA 01201
Contact: Mr. Keith Vincent
Title: Owner
Phone: 413-499-3166
Established: 1982
Mass. Employees: 2
Product Description:

Develops small business module accounting software with modifications to meet client needs.

Visage, Inc.

1881 Worcester Road
Framingham, MA 01701
Contact: Mr. Alec Binge
Title: Chairman
Phone: 508-620-7100
Fax: 508-620-0273
Established: 1983
Mass. Employees: 40
Product Description:

Develops systems software for the interactive videodisc development market. Products include a virtual device interface allowing hardware and software components from different vendors to be incorporated into integrated development environment utilities.

Visibility

2 Main Street
Stoneham, MA 02180
Contact: Mr. Michael Regentz
Title: V.P. Sales & Marketing
Phone: 617-279-2100
Fax: 617-279-2108
Established: 1979
Mass. Employees: 42
Product Description:

Develops fourth generation language-based manufacturing software for custom manufacturers. Provides MCBA manufacturing and distribution products.

Visible Systems Corp.

950 Winter Street
Waltham, MA 02154
Contact: Mr. George Cagliuso
Title: President
Phone: 617-890-2273
Fax: 617-890-8909
Established: 1982
Mass. Employees: 25
Product Description:
Develops PC-based automation tools for the systems analyst and systems development.

Vision Products Associates

111 Indian Spring Road
Milton, MA 02186
Contact: Mr. Steven George
Phone: 617-698-1095
Fax: 617-696-3336
Established: 1979
Mass. Employees: 14
Product Description:
Manufactures and markets computer anti-glare filters.

Visual Communication Network, Inc.

238 Main Street
Cambridge, MA 02142
Phone: 617-497-4000
Fax: 617-491-4260
Established: 1983
Mass. Employees: 40
Product Description:
PC-based graphics software, database images and customized desktop videos.

Visual Technology, Inc.

1703 Middlesex Street
Lowell, MA 01851

Contact: Mr. Arthur Bruno
Title: CEO/President
Phone: 508-836-4400
Fax: 508-452-0402
Established: 1978

Mass. Employees: 50

Product Description:

Designs, manufactures & markets video display computer products, integrated test & graphics terminals, alphanumeric terminals, graphics terminals, high resolution color terminals, & intelligent terminals & workstations.

Voicetek Corp.

19 Alpha Road
Chelmsford, MA 01824

Contact: Mr. Paul Gasparro
Title: President
Phone: 508-250-9393
Fax: 508-250-9378
Established: 1981

Mass. Employees: 40

Product Description:

Manufactures voice processing systems.

Walton Group, The

55 Seaver Street
Wellesley Hills, MA 02181

Contact: Mr. Richard Walton
Title: CEO
Phone: 617-237-0006
Fax: 617-237-8909
Established: 1981

Mass. Employees: 5

Product Description:

Develops microcomputer software for retail and investment markets including portfolio management applications.

Wang Laboratories, Inc.

One Industrial Avenue
Lowell, MA 01851

Contact: Mr. Fred Wang
Title: President/CEO
Phone: 508-459-5000
Fax: 508-452-0896
Established: 1951

Mass. Employees: 6500

Product Description:

Manufactures computer-based integrated information processing systems, including word, data, image voice processing systems, as well as telecommunications and networking products.

Warren E. Collins Co.

220 Wood Road
Braintree, MA 02184

Contact: Mr. Warren Collins
Title: President
Phone: 617-843-0610
Fax: 617-843-4024
Established: 1920

Mass. Employees: 80

Product Description:

Develops, manufactures and markets medical diagnostic equipment and related software, specifically in the pulmonary and exercise stress testing areas for hospitals, clinics and medical testing centers.

Waters Business Systems, Inc.

47 New York Avenue
Framingham, MA 01701

Contact: Mr. James Waters
Title: President
Phone: 508-879-2503
Fax: 508-875-4449
Established: 1978

Mass. Employees: 3

Product Description:

Sales and customization of IBM minicomputer systems including marketing information systems.

Waters Chromatography

34 Maple Street
Milford, MA 01757

Contact: Mr. William Shippey
Title: President
Phone: 508-478-2000
Fax: 508-872-1990
Established: 1964

Mass. Employees: 1200

Product Description:

Develops instruments, software and accessories for analytical and preparative high pressure liquid chromatography.

Watzman Information Design

126 Charles Street
Cambridge, MA 02141

Contact: Ms. Suzanne Watzman
Title: Chairman
Phone: 617-577-8070
Fax: 617-577-7503
Established: 1980

Mass. Employees: 15

Product Description:

Specializes in helping businesses and institutions to integrate information, design and technology to gain competitive advantage. Research-based approach enables clients to improve performance of internal and external communications in print and electronic media.

Wellfleet Communications, Inc.

15 Crosby Drive
Bedford, MA 01730
Contact: Mr. Paul Severino
Title: President
Phone: 617-275-2400
Fax: 617-275-5001
Established: 1986
Mass. Employees: 85
Product Description:

Designs, manufactures, markets and supports standards based communications products that provide local and wide area inter-networking solutions for local area network users. Products are designed for users with multiple LANs at multiple sites. The communications servers allow users to directly interconnect LANs through high speed digital WANs and share T1 resources among routing, bridging, and private voice services.

Westford Systems, Inc.

P.O. Box 26
Still River, MA 01467
Contact: Ms. Barbara White
Title: CEO/President
Phone: 508-456-3466
Established: 1981
Mass. Employees: 2
Product Description:

Develops systems software and provides consulting services, including communications programming.

Weston Geophysical Corp.

Lyons Street
P.O. Box 550
Westborough, MA 01581
Contact: Mr. Ed Lerine
Title: General Manager
Phone: 508-366-9191
Fax: 508-366-9197
Established: 1960
Mass. Employees: 50
Product Description:

Provides geophysical, hydrogeological and seismological consulting to industry and government. Manufactures digital data acquisition systems for the petroleum and groundwater industries.

Westrex OEM Products

51 Penn Street
Fall River, MA 02724
Contact: Mr. Dominic Mello
Title: President
Phone: 508-676-1011
Fax: 508-676-1019
Established:
Mass. Employees: 150
Product Description:
Manufacture high-speed printers for point-of-sale systems.

Whalley Computer Associates, Inc.

549 College Highway
Southwick, MA 01077
Contact: Mr. John Whalley
Title: President
Phone: 413-569-5931
Fax: 413-569-0550
Established: 1980
Mass. Employees: 45
Product Description:
Provides programming services, including job costing, general accounting and legal applications and networking/LAN utilities. Also provides sales and service of computers and supplies.

William Bradford Publishing Co.

310 School Street
Acton, MA 01720
Contact: Mr. Thomas Haver
Title: CEO
Phone: 508-263-6996
Fax: 508-263-9375
Established: 1988
Mass. Employees: 15
Product Description:
Publishes K-12 and other educational software.

Williamson Systems and Consulting Group, Inc., The

1776 Massachusetts Avenue
Cambridge, MA 02140
Contact: Mr. Jim Williamson
Title: CEO/President
Phone: 617-661-7600
Established: 1979
Mass. Employees: 20
Product Description:
Develops software for educational & other non-profit organizations. Applications include fundraising, accounting, admissions, collection & management, and membership systems. Training & support provided.

Winchester Systems, Inc.

400 W. Cummings Park
Woburn, MA 01801

Contact: Mr. Joel Leider
Title: President
Phone: 617-933-8500
Fax: 617-933-6174
Established: 1981

Mass. Employees: 30

Product Description:

Manufacture Winchester disc subsystems and high performance 386 computers.

Wisdom Simulators, Inc.

97 Kirkland
P.O.Box 853
Cambridge, MA 02238

Contact: Mr. Marc Abrahams
Title: CEO
Phone: 617-491-4437
Fax: 617-492-6547
Established: 1984

Mass. Employees: 6

Product Description:

Develops and markets simulation software for retail, banking, credit unions and travel industries.

Wordstock, Inc.

48 Grove Street, Suite 103
Somerville, MA 02144

Contact: Mr. Glen Legere
Title: President
Phone: 617-666-9455
Fax: 617-66-2518
Established:

Mass. Employees: 30

Product Description:

Provides turnkey inventory control systems for retail bookstores. Offers installation, training and support on in-house equipment. Also markets software separately.

Worthington Assembly

Huntington Road
Worthington, MA 01098

Contact: Mr. Thomas Quinn
Title: President
Phone: 413-238-5821
Established: 1974

Mass. Employees: 6

Product Description:

Offers electronic and mechanical assembly, prototype manufacturing and small production assembly. Other services include wire wrapping and the assembly of electronic medical equipment, computer peripheral hardware, test equipment and vocation training aids.

Wotech Associates

10 State Street
Woburn, MA 01801

Contact: Mr. Stan Pomeranz
Title: President
Phone: 617-933-3556
Fax: 617-938-4717
Established: 1964

Mass. Employees: 10

Product Description:

Designs and manufactures prototype printed circuit boards and other electronic components and systems; manufactures private label surge protectors. Provides microprocessor designs for medical equipment.

WT Chen & Co., Inc.

179 Great Road, Suite 212
Acton, MA 01720

Contact: Mr. Wayne Chen
Title: CEO
Phone: 508-264-4444
Fax: 508-264-0391
Established: 1980

Mass. Employees: 30

Product Description:

Provides marketing, management and engineering consulting, specializing in distributed communication and fault-tolerant computer systems for government, aerospace, financial and manufacturing industries.

X.L.Proteus Software Systems, Inc.

313 Boston Post Rd. W
Marlborough, MA 01752

Contact: Mr. Christopher Weaver
Title: President
Phone: 508-485-9990
Fax: 508-481-8996
Established: 1983

Mass. Employees: 24

Product Description:

Provides PC-based business software including custom DBMS applications using Paradox & dBASE. Services include installation, local area network and other support programs. Clients include private business, govt & non-profit organizations.

Xanalog Corporation

30 Wildwood Street
Woburn, MA 01801

Contact: Mr. Martin Schrage
Title: President/Mktg
Phone: 617-938-8722
Fax: 617-938-8718
Established: 1986
Mass. Employees: 10

Product Description:

Develops tools for nonlinear dynamic system simulation and design and real-time testing of control systems.

Xenergy, Inc.

60 Mall Road
Burlington, MA 01803

Contact: Mr. Stanley Kolodkin
Title: CEO/President
Phone: 617-273-5700
Fax: 617-229-4867
Established: 1975
Mass. Employees: 73

Product Description:

Provides services for demand management activities, including load forecasting and modeling, market research and customer surveys, end-user analysis, strategic market planning, customer information systems planning, economic development, organization, etc.

Xylogics, Inc.

53 Third Avenue
Burlington, MA 01803

Contact: Mr. Bruce Bergman
Title: President
Phone: 617-272-8140
Fax: 617-273-5392
Established: 1977
Mass. Employees: 200

Product Description:

Manufacture peripheral and communications controllers for open systems buses.

Xyplex, Inc.

330 Codman Hill Road
Buxboro, MA 01719-1708

Contact: Mr. Paul Viau
Title: Vice President, Market Development
Phone: 508-264-9900
Fax: 508-264-9930
Established: 1981
Mass. Employees: 120

Product Description:

Manufactures terminal switching and front end processing systems for DEC VAX computers

XYQuest, Inc.

44 Manning Road
Billerica, MA 01821

Contact: Ms. Judy Minty
Title: Manager
Phone: 508-671-0888
Fax: 508-671-0858
Established: 1982
Mass. Employees: 51

Product Description:

Develops word processing software, including spell check, thesaurus, footnote, and indexing capabilities, and real-time editing for capturing edits. Other features include keyboard and printer files customization and text merging to printer.

Xyvision, Inc.

101 Edgewater Drive
Wakefield, MA 01880

Contact: Mr. Laurence Liebson
Title: CEO
Phone: 617-245-4100
Fax: 617-246-4959
Established: 1982
Mass. Employees: 200

Product Description:

Designs and manufactures integrated electronic publishing systems and related software. Markets include technical publishing, legal and financial industries. Offers systems integration, consulting and other support services.

Zaki Corp.

420 Maple Street
Marlborough, MA 01752

Contact: Mr. Pervez Zaki
Title: President
Phone: 508-480-0201
Fax: 508-481-0595
Established: 1984
Mass. Employees: 15

Product Description:

Manufactures 286 and 386 servers and 229 multi-user products for IBM PCs and compatibles.

Ziff-Davis Technical Information Co.

80 Blanchard Road
Burlington, MA 01803

Contact: Mr. William Ziff
Title: CEO/President
Phone: 617-273-5500
Fax: 617-221-6110
Established: 1979

Mass. Employees: 80

Product Description:

Supplies integrated image management systems, application software and proprietary databases including CD-ROM systems. Also offers timesharing services.

Zircon Co., Inc.

10 State Street
Woburn, MA 01801

Contact: Mr. Curtis Flory
Title: President
Phone: 617-935-5700
Fax: 617-935-4585
Established: 1973

Mass. Employees: 16

Product Description:

Provides consulting services to the catalog fulfillment industry and turnkey computer systems for catalog order entry processing, purchasing, inventory control, source key catalog and product analysis.

Zoom Telephonics, Inc.

207 South Street
Boston, MA 02111

Contact: Mr. Frank Manning
Title: President
Phone: 617-423-1072
Fax: 617-423-9231
Established: 1977

Mass. Employees: 25

Product Description:

Manufacture modems, automatic telephone dialers and interface devices for connecting computers to telephone networks.

PRODUCT INDEX

ARTIFICIAL INTELLIGENCE

AI Cord
Androx Corp.
Arity Corp.
Carleton Corp.
Charles Stark Draper Laboratory, Inc.
Chestnut Software
Decision Support Technology, Inc.
ENACT Expert Systems
Foundation Technologies
Gold Hill Computers, Inc.
Lorron Corp.
Pugh Roberts Associates
Symbolics, Inc.
Thinking Machines Corp.

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Conmark Corp.
Dataproducts, NASD
Ektron Applied Imaging
Imtran Industries, Inc.
Molex, Inc.
NEC Information Systems, Inc.
Stajer Corp.
Syntest Corp.
Tandem Computers, Inc.
Tranti Systems, Inc.
Westrex OEM Products

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Alternative Solutions
Amnet, Inc.
Analogic Corp.
Artel Communications Corp.
Avatar Corp.
Aviv Corp.
BBN Systems and Technologies Corp.
BICC Data Networks, Inc.
Bolt Beranek and Newman, Inc.
Chipcom Corp.
Chu Associates, Inc.
CNR, Inc.
Codex Corp.
Comdel, Inc.
Communications Equipment Corp.
Compuserve Data Technologies
Computer Consoles, Inc.
Computer Devices, Inc.
Concord Data Systems, Inc.
Contel/IPC
Davox Corp.
Digital Equipment Corp.
Digital Products, Inc.
Digital Techniques, Inc.
Dymec, Inc.
Ericsson Business Communications, Inc.
Fibronics International, Inc.

Fotec, Inc.
Fujitsu Microelectronics Corp.
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Kevlin Microwave Corp.
Keytek Instrument Corp.
L-Com, Inc.
Manager, Inc.
Mast Microwave
Maxcom USA, Inc.
Memotek Datacom, Inc.
Micom-Interlan, Inc.
Microcom, Inc.
Microtrac Systems, Inc.
Microwave Engineering Corp.
Multilink
Natural Microsystems Corp.
Optical Fiber Technologies, Inc.
Opus Telecom, Inc.
Pacer Systems, Inc.
Picturetel Corp.
Proteon, Inc.
QSI Systems, Inc.
Radant Technologies, Inc.
Sage Laboratories, Inc.
Shiva Corp.
Signal Technology Corp.
Significat, Inc.
Spartacus, Inc.
Spears Associates, Inc.
Spectran Corp.
Spectrum Signal Processing, Inc.
Steinbrecher Corp.
Stow Computer
Stratus Computer, Inc.
Technical Communications Corp.
Technimation, Inc.
Tekelec
Telcor Systems Corp.
Tele-Engineering Corp.
Televideo Systems, Inc.
Teradyne, Inc.
Theta-J Corp.
Tritech Labs, Inc.
Unex Corp.
Victor Microwave, Inc.
Voicetek Corp.
Wang Laboratories, Inc.
Wellfleet Communications, Inc.
Xylogics, Inc.
Zoom Telephonics, Inc.

**COMPUTER HARDWARE/
PERIPHERALS**

ABL Computer Technology, Inc.
Accudynamics, Inc.
Acknowledge, Inc.
Aegis, Inc.
Alliant Computer Systems Corp.
Alloy Computer Products, Inc.
Alternative Solutions
Altos Computer Systems, Inc.
Amberland Computer, Inc.
Amdex Corp.
American Digital Products, Inc.
American Digital Systems, Inc.
American Institute for Research
American Power Conversion Corp.
Amkey, Inc.
Ampro Corp.
Analogic Corp.
Androx Corp.
Aox, Inc.
Apollo Computer, Inc.
Applied Reasoning Corp.
Astro Dynamics, Inc.
ATG, Inc.
Auto-Trol Technology Corp.
Autologic, Inc.
Avatar Technologies, Inc.
Aviv Corp.
Bascom-Turner Instruments, inc.
BASF Corp. Information Systems
BBN Advanced Computers, Inc.
BBN Manufacturing Corp.
BBN Systems and Technologies Corp.
BICC Data Networks, Inc.
Bolt Beranek and Newman, Inc.
Boston Digital Corp.
Bull Peripherals Corp.
Bull Worldwide Informations Systems
Calcomp, Inc.
Cambex Corp.
Cami Research, Inc.
Capitol Circuits Corp.
Casey-Board
Challenger Computer, Inc.
Charles River Analytics, Inc.
Charles River Data Systems
Chipcom Corp.
Clearpoint, Inc.
Comark Corp.
Communications Equipement Corp.
Compass, Inc.
Complex Engineering Corp.
Computer Corp. of America
Computer Design and Application
Computer Devices, Inc.
Computer Identities Corp.
Computer Sports Systems, Inc.
Computer Systems Engineering Corp.
Computer-Link Corp.
Concurrent Computer Corp.
Contel/IPC
Control Data Corp.
Cord Electronics, Inc.
Coulter Systems Corp.
Cygic, Inc.
Data General Corp.
Data Translation, Inc.
Datacube, Inc.
Dataproducts
Datatrol
Datavision Corp.
Datel, Inc.
Davox Corp.
DC Electronics, Inc.
De Haart, Inc.
Decitek Corp.
Delphax Systems
Dennison Manufacturing Company
DI-AN Controls, Inc.
Dielectric Ssystems International, Inc.
Digital Equipment Corp.
Digital Products, Inc.
Digital Vision, Inc.
Display Science, Inc.
DSD Laboratories, Inc.
Eastprint, Inc.
EG&G Electro-Optics Division
EG&G Energy Measurements
Ektron Applied Imaging
Electronic Assemblies, Inc.
Electronic Designs, Inc.
Eltech Electronics, Inc.
EMC Corp.
Encore Computer Corp.
Engineering Model Lab, Inc.
Epoch Systems, Inc.
ERD Systems, Inc.
Esoteric Electronics
Eve Electronics Systems
Expert Image Systems, Inc.
Fidelis Group, Inc.
Finishield Corp.
Flex-Key Corp.
Focs, Inc.
FPS Computing, Inc.
Fujitsu Microelectronics Corp.
GCC Technologies, Inc.
GEN/Comp, Inc.
General Scanning, Inc.
Genrad, Inc.
GN Telematic, Inc.
Graftel Systems, Inc.
Green Engineering
GTE Government Systems
Hancock Electronics Corp.

Horizon Research, Inc.
Hyundai Electronics America
IBM Cambridge Scientific Center
IBM Corp.
ICL North America
Icon Corp.
Icot Network Systems Division
Ideassociates, Inc.
Imaging Technology, Inc.
Imagraph Corp.
Imtran Industries, Inc.
Intel Corp.
Interaction Systems, Inc.
Interlan, Inc.
International Parallel Machines, Inc.
Intertech Engineering Associates
Iomega Corp.
IPL Systems, Inc.
Iris Graphics, Inc.
Isoreg Corp.
Isotronics, Inc.
Jupiter Technology, Inc.
K&M Electronics, Inc.
Kao Information Systems
Kaye Instruments, Inc.
Keltron Corp.
Kurzwell Applied Intelligence, inc.
Kurzweil Computer Products
L-Com, Inc.
A.J. Lincoln & Company
Lista International Corp.
Littlefield Associates
Lomas Data Products, Inc.
Low Key Corp.
LSI Logic Corp.
Machine Evolution Corp.
Mai Basic Four, Inc.
Mannesman Talley
Manufacturing Technology
Marposs Techno, Inc.
Maxcom USA, Inc.
Maxtech International Corp.
Megatech Corp.
Memodyne Corp.
Memotec Datacom, Inc.
Mercury Computer Systems, Inc.
Metabyte Corp.
Microcom, Inc.
Microtouch Systems, Inc.
Modgraph, Inc.
Modicon, Inc.
Molex, Inc.
MPM Corp.
Mupac Corp.
N/Hance Systems, Inc.
National Data Computer, Inc.
NEC Information Systems, Inc.
Nemonix, Inc.
New England Affiliated Technologies, Inc.

New England Keyboard, Inc.
New Media Graphics Corporation
Nixdorf Computer Corporation
Norand Data Systems, Inc.
Norsk Data NA
Northeast Circuits
NSI Logic, Inc.
Numerix Corp.
Nutek
Omni Resources Corp.
Optical Micro Systems, Inc.
Optronics, Inc.
Opus Telecom, Inc.
Pacer Systems, Inc.
Pericomp Corp.
Piggott Wire and Cable Specialsit
Pixelink Corp.
Precise Circuit Technology, Inc.
Precision Handling Devices
Prime Computer, Inc.
Printed Circuit Corp.
Printer Products
Proteon, Inc.
Pyramid Technology Corp.
QC Optics, Inc.
QMS/Imagen
QSI Systems, Inc.
Raster Technologies, Inc.
Recognition Equipment, Inc.
Recognition Technology, Inc.
Reflection Technology
Reheat Company, Inc.
Res-Tech Corp.
Schlumberger CAD/CAM
Scitex America Corp.
Scopus, Division of Random Co.
Secure Technologies, Inc.
Sequoia Systems, Inc.
Shiva Corp.
Siemens Medical Electronics, Inc.
Sigma Circuits, Inc.
Signal Technology Corp.
Significat, Inc.
Silicon Graphics Computer Systems, Inc.
Sky Computers, Inc.
Solburne Computer, Inc.
Specialty Corp.
Spectrum Signal Processing, Inc.
Stajer Corp.
Stellar Computer, Inc.
Stow Computer
Stratus Computer, Inc.
The Stypher Corp., dba Adams-Smith
Symbolics, Inc.
Synetics Corp.
Syntest Corp.
Tandem Computers, Inc.
Tang Data Corp.
Technical Communications Corp.

Technimation, Inc.
 Techprint, Inc.
 Tekelec
 Tektronix, Inc.
 Telcor Systems Corp.
 Tele-Engineering Corp.
 Telescada, Inc.
 Televideo Systems, Inc.
 Texas Instruments Inc., Materials and Controls
 Texprint, Inc.
 Thermofab Corp.
 Thinking Machines Corp.
 Tranti Systems, Inc.
 True Data Products, Inc.
 Unex Corp.
 Unisys, Inc.
 United Innovations
 Univision Technologies, Inc.
 US Piixel Corp.
 Valid Logic Systems, Inc.
 Verbatim Corp.
 Vision Products Associates
 Visual Technology, Inc.
 VLSI Technology, Inc.
 Voicetek Corp.
 Wang Laboratories, Inc.
 Warren E. Collins Company
 Wellfleet Communications, Inc.
 Weston Geophysical Corp.
 Westrex OEM Products
 Winchester Systems, Inc.
 Worthington Assembly
 Wotech Associates
 Xylogics, Inc.
 Xyplex, Inc.
 Zaki Corp.
 Zoom Telephonics, Inc.

SOFTWARE - HORIZONTAL MARKET APPLICATIONS

BUSINESS PRODUCTIVITY

Applied Learning Spectrum, Inc.
 BGS Systems, Inc.
 HFL Information Service, Inc.
 Index Group, Inc.
 Kronos, Inc.
 Productivity Solutions, Inc.
 Relevant Technologies, Inc.
 Smart Software, Inc.
 Transactions Unlimited, Inc.
 Venture Software, Inc.

CAD - COMPUTER AIDED DESIGN

Adra Systems, Inc.
 Aquila Technology, Inc.
 CAD Associates

CAD Works, Inc.
 Decision Graphics, Inc.
 Design Automation, Inc.
 Digital Control Systems, Inc.
 Lorrion Corp.
 Matra Datavision, Inc.
 Microsource CAD/CAM, Inc.
 Pencept Division of Numonics
 Valid Logic Systems, Inc.

CAE - COMPUTER AIDED ENGINEERING

Adlpipe, Inc.
 Aries Technology, Inc.
 Asic Engineering, Inc.
 Aspen Technology, Inc.
 Cognition, Inc.
 Custom Silicon, Inc.
 Funk Software, Inc.
 Gateway Design Automation Corp.
 Racal-Redac, Inc.
 Teradyne, Inc.
 Viewlogic Systems, Inc.
 Xanalog Corp.

CAM - COMPUTER AIDED MANUFACTURING

LFE Industrial Systems Division

CASE - COMPUTER AIDED SOFTWARE ENGINEERING

The Barton Group, Inc.
 Boston Systems Group, Inc.
 CAD Software, Inc.
 Charles River Development
 Cortex Corp.
 Index Technology Corp.
 Language Technology, Inc.
 Manager Software Products, Inc.
 Matrix Software
 Object Design, Inc.
 P&E Microcomputer Systems, Inc.
 Rubel Software, Inc.
 Sector Systems Co., Inc.
 Software Maintenance and Development Systems, Inc.
 Software Productivity Research, Inc.
 Source Translation & Optimization
 Telos Corp.

CBT - COMPUTER BASED TRAINING

Hands on Learning Corp.
 MEI Associates, Inc.
 PC Concepts, Inc.
 QED Information Sciences, Inc.
 Scientific Systems, Inc.
 Simtek

CIM COMPUTER-INTEGRATED MANUFACTURING

Application Development & Enhancements, Inc.
Automated Images, Inc.
CAD/CAM Integration, Inc.
Cimelligence Corp.
Decision Software Co., Inc.
LFE Industrial Systems Division
Northeast Data Systems, Inc.

DATA ACQUISITION

ADAC, Inc.
Cyborg Corp.
Real Time Engineering, Inc.
Significat, Inc.

DATA COMMUNICATIONS

Banyan Systems, Inc.
Cablenet Systems, Inc.
Codex Corp.
Connections Telecommunications, Inc.
Creative Systems Interface, Inc.
F&S Systems, Inc.
LFE Industrial Systems Division
Logica Technology Systems, Inc.
Micom-Interlan, Inc.
Morgenlender Associates
Omtool Corp.
Technology Concepts, Inc.

DATABASE

Access Dynamics, Inc.
Access Technology, Inc.
Administrative Computer Consultants, Inc.
Alpha Software Corp.
Applications Unlimited
Business Support Systems, Inc.
C&B Computer Services, Inc.
Cambridge Planning & Analytics, Inc.
Coda, Inc.
Computer Corp. of America
Computer Enterprise, Inc.
Computer Insights
Computer Magic
The Computer Merchant Ltd.
Computer Train
Contract Systems, Inc.
Data Options, Inc.
Data Professionals
Data Resources
DB View, Inc.
DWS Computer Consultants
ETEC, Inc.
First Micro Group, Inc.
Global Software, Inc.
GML Information Services
Greystone Technology Corp.

Halyard Associates, Inc.
Henco Software, Inc.
Interbase Software Corp.
Keane, Inc.
MAD Intelligent Systems, Inc.
Marketing Decisions, Inc.
Ontologic, Inc.
Proteus Software Systems, Inc.
Quality Directions
RS Means Co., Inc.
Silverplatter Information, Inc.
Sumaria Systems, Inc.
Systems Design, Inc.
Team Computer Systems, Inc.
The Technology Research Group
Urban Data Processing, Inc.
VMark Software, Inc.

EDUCATIONAL SOFTWARE

Blue Lion Software Corp.
Educom, Inc.
Fortune Software Co., Inc.
Harvard Associates, Inc.
Learningways, Inc.
Spinnaker Software Corp.
Technology Training Associates, Inc.
The Titan Corp.
Tom Snyder Productions
William Bradford Publishing Co.

ELECTRONIC PUBLISHING

AGFA Compugraphic Division
Applied Software Ergonomics
Archetype, Inc.
Camex, Inc.
Circle Noetic Services, Inc.
Crosfield Lightspeed, Inc.
DMR Group, Inc.
Eastgate Systems, Inc.
Good Ideas
Interleaf, Inc.
Lifestyle Management Reports, Inc.
Northern Lights Software Corp.
Quality Software, Inc.
Skisoft, Inc.
Sun Microsystems, Inc., East Coast Division
Techwriting Affiliates, Inc.
Tegra, Inc.
Xyvision, Inc.

ENTERTAINMENT SOFTWARE

Matchups

GENERAL ACCOUNTING

AMS, Inc.
AVP Systems
Binary Systems, Inc.

Bristol Information Systems, Inc.
 Business Works, Inc.
 Butler Flats Associates
 Computer Associates International, Inc.
 Computer Business Service
 Computer Software Consultants, Inc.
 Corporate Consulting Co.
 Data Alliance Corp.
 Data Conversion, Inc.
 Data Tech Computer & Consulting Services, Inc.
 First National Systems Corp.
 Frank Hill Associates, Inc.
 Homisco, Inc.
 Interactive Systmes, Inc.
 Javelin Software Corp.
 Jonas and Erickson Software Technology, Inc.
 K&C Systems, Inc.
 Layered, Inc.
 Management Systems, Inc.
 Marinecomp, Inc.
 Micro Concepts, Inc.
 MIS Training Institute, Inc.
 Pioneer Business Systems, Inc.
 Professionals' Data Services Center, Inc.
 Programs & Analysis, Inc.
 Software 2000, Inc.
 Sotas, Inc.
 Tax help
 Vincent Associates
 Whalley Computer Assocites, Inc.

GRAPHICS/DESKTOP PUBLISHING

Algorithmics, Inc.
 Application Techniques, Inc.
 Autographix, Inc.
 Avalon Development Group
 AVP, Advanced Video Product
 Bitstream, Inc.
 Business & Professional Software, Inc.
 Custom Applications, Inc.
 Desktop Studios
 Digital Systems Associates
 Graftel Systems, Inc.
 Image Concepts, Division of ICIS, Inc.
 Interactive Systems & Software, Inc.
 Meta Software Corp.
 Morrell Computer Communications, Inc.
 New England Technology Group, Inc.
 Nonsuch Software, Inc.
 Photographic Systems Corp.
 Uniras, Inc.
 Visual Communication Network, Inc.
 Watzman Information Design

HUMAN RESOURCES

Genesys Software Systems, Inc.
 Microtrac Systems, Inc.

INTERACTIVE VIDEO

AVP Advanced Video Product
 Visage, Inc.

MAINTENACE/SECURITY SYSTEMS

DSA Systems DLSA, Inc.
 EDP Security, Inc.
 Security Dynamics
 Synergistics, Inc.
 System Resources Corp.

MATHEMATICS & STATISTICS

Business Forecast Systems, Inc.
 Computer Algebra Associates
 Intentional Educations, Inc.
 Mathsoft, Inc.
 The Mathworks, Inc.
 Mitchell & Gauthier Associates, Inc.
 Statistical Innovations, Inc.
 Technical Support Software, Inc.

OFFICE AUTOMATION

AGS Information Services, Inc.
 Applix, Inc.
 The AS/3X Group
 Bachman Information Systems, Inc.
 Boston Business Computing Ltd.
 The Boston Software Works
 Cambridge Automation
 Cape Cod Computer Center
 Carlisle Systems Corp.
 Communications Analysis
 Computer Business Service
 Data General Corp./Software Product & Service Division
 International Mangement Services, Inc.
 International Project Management, Inc.
 Miller Minicomputer Services
 North Edge Software Corp.
 Omni Computer Systems, Inc.
 Strategic Software Planning Corp.
 TEK Microsystems, Inc.
 Teleprocessing, Inc.
 Wang Laboratories, Inc.

PC UTILITIES & ADD-ONS

Concentric Data Systems, Inc.
 Frye Computer Systems, Inc.
 Mindcraft Publications, Inc.
 Personics Corp.
 Solution Systems

ROBOTICS

Asymtek
 Logical Software, Inc.

SALES & MARKETING

Aaron Desktop Publishing Corp.
Analytical Computer Service, Inc.
Envoy Systems Corp.
The Market Planning Group
The Mayflower Group
Micromentor, Inc.
Plant-Wide Research Corp.
Seabird Associates, Inc.
State Street Consultants, Inc.
The Tactics Group, Inc.
Travis Datatrak, Inc.
Waters Business Systems, Inc.
Zircon Co., Inc.

SPREADSHEET

Corporate Software, Inc.
Intex Solutions, Inc.
Lotus Development Corp.

WORD PROCESSING/TEXT EDITING

Artel Communications Corp.
Compulex Inc.
Continental Resources, Inc.
EEC Systems, Inc.
Houghton Mifflin Co.
Informix, Inc.
Savtek Corp.
Technologies, Inc.
Uniworks, Inc.
XYQuest, Inc.

OTHER

BBN Systems and Technologies Corp.
Box Company, Inc.
Cambridge Computer Associates
Clinton Digital, Inc.
Consultants for Management Decisions, Inc.
The Data Group Corp.
Digital Equipment Corp.
Dragon Systems, Inc.
Information Resources, Inc.
Integrated Software Design, Inc.
Kurzweil Applied Intelligence, Inc.
Minuteman Software
N/Hance Systems, Inc.
Pilot Executive Software, Inc.
The Pleides Group, Inc.
Software Partners/32, Inc.
Software Place, Inc.
Wisdom Simulators, Inc.

SOFTWARE - VERTICAL MARKET APPLICATIONS

ARTS & HUMANITIES

Dr. T's Music Software, Inc.
Mark of the Unicorn, Inc.

ASSOCIATIONS/MEMBERSHIPS

Access International, Inc.
Burt Woolf Management, Inc.
Development Associates, Inc.
Impact Systems, Inc.
Union International Systems, Inc.

BANKING/FINANCIAL/INVESTMENT/ MANAGEMENT

Adept, Inc.
Advanced Information Management, Inc.
Advantage Systems, Inc.
Applied Business Concepts, Inc.
Atlantic Data Services, Inc.
Bancware, Inc.
Banking Decision Systems
Bremer Associates, Inc.
Casher Associates, Inc.
Cibar, Inc.
The Colbent Management Corp.
Computer Assistance, Inc.
Computer Partners, Inc.
Davox Corp.
Femcon Associates, Inc.
General Computer Resources, Inc.
George K. Darling Associates, Inc.
GWA Information Systems, Inc.
Hyland Rice Business Systems
IDD Information Services, Inc.
Innovative Systems Techniques, Inc.
Interchange Systems, Inc.
International Treasury Systems, Inc.
IOCS, Inc.
ITS Associates, Inc.
Lewtan Technologies, Inc.
Logica Data Architects, Inc.
Marsoft, Inc.
Micromentor, Inc.
Momentum Software, Inc.
Money Management Systems, Inc.
Multi Tasking Systems, Inc.
Northfield Information Services, Inc.
Perception Technology Corp.
Resource N, Inc.
Scott Systems, Inc.
Shaw Data Services, Inc.
Snow Software, Inc.
Softbridge Microsystems Corp.
Software Services of America, Inc.

Synon Corp.
 Technical Data International
 Tradenet, Inc.
 Triax Corp.
 The Walton Group

CONSTRUCTION/CONTRACTOR MANAGEMENT

Absolute Systems, Inc.
 Atlantic Computer Services, Inc.
 Bristol Information Systems, Inc.
 CF Data Systems, Inc.
 Computerline, Inc.
 Hansco Information Technologies, Inc.

EDUCATION

Addison Wesley Publishing Co.
 Business Systems Resources, Inc.
 Inmagic, Inc.
 Kurzweil Computer Products
 Masbo Cooperative Corp.
 Softwhere, Inc.
 Surfside Software, Inc.
 The Williamson Systems and Consulting Group, Inc.

FUELS/ENERGY MANAGEMENT/ UTILITIES

Chempro Data Sciences Corp.
 Creative Logic, Inc.
 Datacard
 Fern Engineering, Inc.
 Polygen Corp.
 Theta Systems, Inc.
 Xenergy, Inc.

GOVERNMENT

Absolute Security Systems, Inc.
 Calspan Corp.
 Cambridge Systematics, Inc.
 Chan Computer Corp.
 Data Brain, Inc.
 Formworx
 Management & Planning Systems, Inc.
 The Mitre Corp.
 Parke Mathematical Laboratories, Inc.
 Queues Enforth Development
 RMS Technologies, Inc.
 Softech, Inc.
 Software Leverage, Inc.
 Softword Corp.
 Syntetics Corp.
 Systems Designers Software, Inc.
 Ziff-Davis Technical Information Co.

INSURANCE

Agency Management Services, Inc.

American Financial systems, Inc.
 Applied Expert Systems, Inc.
 ATG, Inc.
 Boston Systems Group, Inc.
 HFL Information Services, Inc.
 ISI Systems, Inc.
 McCracken Computer, Inc.
 Star Systems, Inc.

LEGAL

Black Letter Legal Software Corp.
 Bristol Information Systems, Inc.
 HFL Information Services, Inc.
 Jurisoft, Inc.
 Legal Data Systems, Inc.
 Legal Support Services, Inc.
 Sutton Software, Inc.
 Unicom Office Systems Software

LIBRARY & INFORMATION SCIENCES

CLSI, Inc.
 Comstow Information Services
 Randall Research Associates

MANUFACTURING

A.S. Thomas, Inc.
 Accelerated Systems, Inc.
 Alessi Data Technology
 American Energy Management Corp.
 Applications Systems Corp.
 Ask Computer Systems
 AT&T Istel, Inc.
 Axis Computer Systems, Inc.
 BBN Software Corp.
 Bedford Control Systems, Inc.
 Boston Digital Corp.
 Breuer and Co.
 Business Information Systems
 Cardinal Data Corp.
 Computer Fields Service, Inc.
 Computer Identities Corp.
 Computer System Architects, Inc.
 Computer Task Group, Inc.
 Computriton, Inc.
 Datapaq, Inc.
 DDC Systems, Inc.
 Genesis Business Systems, Inc.
 Gensym Corp.
 The Gibson-Graves Co., Inc.
 Graftel Systems
 Imaging Technology, Inc.
 Inpro Engineering, Inc.
 Integrated Management Resources
 Intellution, Inc.
 Management Computer Services
 Marcam Corp.
 McSpadden Associates Corp.
 Middlesex General Industries, Inc.

Network Dynamics, Inc.
Plant-Wide Research Corp.
Powersoft, Corp.
Processing Management, Inc.
Programmable Devices, Inc.
Promis Systems Corp.
Real Time Executives, Inc.
Scheduling Technology Corp.
Schlueter Business Systems, Inc.
Software Horizons, Inc.
Stevens Software Co.
Symmetrix, Inc.
System Software Associates, Inc.

MEDICAL

Camberley Systems, Inc.
Collaborative Medical systems (COMED)
Feld Technologies, Inc.
Hologic, Inc.
IDX Corp.
Innovative Applications, Inc.
Intersystems Corp.
John Snow, Inc.
LabPro Systems
Littlefield Associates
Medical Information Technology, Inc. (MEDITECH)
Medical Management Systems, Inc.
Medical Systems, Inc.
Mirror Systems, Inc.
National Medical Systems, Inc.
Recognition Equipment, Inc.
Robert Maciel Associates, Inc.
Ruskin Data Systems Ltd.
SDK Healthcare Information Systems
Singer Information Systems, Inc.
Spectrum Enterprises, Inc.
Transition Systems, Inc.
Warren E. Collins Co.

PRINTING & PUBLISHING

API Wathwords
Atex Publishing Systems, Inc.
Cross & Chartoff Associates
R.R. Donnelly & Sons
Duxbury Systems, Inc.
GO Graphics, Inc.
Inforonics, Inc.
Inscribe, Inc.
Logos Corp.
Mass Tech Times, Inc.
On Point, Inc.
Opti-Copy
Perpetual Systems, Inc.
Prentice Associates, Inc.
Publishers Software Systems, Inc.
Scitex America Corp.
Solustan, Inc.
Texnology, Inc.

REAL ESTATE/PROPERTY MANAGEMENT

Celsus Software

SCIENTIFIC & ENGINEERING

Adina R&D, Inc.
Aerodyne Research, Inc.
Alphatech, Inc.
Apollo Computer Division - HP
Arcon Corp.
Bedford Research Associates, Inc.
Bridge Software
Capital Equipment Corp.
Coda Systems, Inc.
CSP, Inc.
Data Acquisition Systems, Inc.
Data Translation, Inc.
DSP Development Corp.
Entropy Ltd.
Envirodata Corp.
Esoteric Electronics
Geocomp Corp.
Graphics Systems, Inc.
Hamilton Technologies, Inc.
Harper & Shuman, Inc.
IBM Cambridge Scientific Center
Kalman Saffran Associates, Inc.
Kern International, Inc.
Konelar Corp.
Laboratory Technologies Corp.
Made-It Associates
P-Delta, Inc.
Parametric Technology Corp.
Project Software & Development, Inc.
QEI, Inc.
Quinn-Curtis
Raster Technologies and Alliant Co.
Recognition Technology, Inc.
S2 Corp.
Somerville Associates
Source for Automation, Inc.
Tektronix, Inc.
Teledyne Engineering Services, Inc.
Unkel Software, Inc.
Waters Chromatography

SERVICES

New England Systems Technology, Inc.
Sebell Software Systems, Inc.
Solutions by Computer, Inc.

TELECOMMUNICATIONS

Abacus Group, Inc.
Appex Lunayach Systems Corp.
Delphi/Boston
Economics & Technology, Inc.

Evans Griffiths & Hart, Inc.
 Icot Network Systems Division
 The Info Group
 Sequoia Systems, Inc.
 Sherborn Software Systems
 Sigea Systems, Inc.

TRANSPORTATION

Ascent Technology, Inc.
 Multisystems, Inc.

WHOLESALE/RETAIL/DISTRIBUTION

Abbott Business Computers, Inc.
 Absolute Software, Inc.
 ASA International Ltd.
 Coda, Inc.
 Colorgen, Inc.
 Commercialware, Inc.

OTHER

Arts Computer Products, Inc.
 Astrolabe
 Data Distributors, Inc.
 Quinsept, Inc.
 Richard Green Associates
 Turning Point Software

SOFTWARE DEVELOPMENT TOOLS & SYSTEMS

FOURTH GENERATION LANGUAGES

Admins, Inc.
 Azrex, Inc.
 Cognos Corp.
 Datatree, Inc.
 Manassa Systems, Inc.
 On-Line Software International, Inc.
 Progress Software Corp.
 Teamco System Innovation, Inc. dba Mitrol

INTEGRATED DEVELOPMENT ENVIRONMENTS

Autex Systems, Inc.
 Avatar Corp.
 Business Software Technology, Inc.
 Compuserve Data Technologies
 Connolly Data Systems, Inc.
 CSD, Inc.
 Edge Data Corp.
 GCC Technologies
 Network Consulting Services
 Rational Systems, Inc.
 Symantec Corp.

NETWORK-RELATED SOFTWARE

Alternative Solutions
 Amberland Computer, Inc.
 Applied Econometrics, Inc.
 Bryley Systems, Inc.
 Carlisle Gateway Systems, Inc.
 First Computer Consultants
 Frontier Software Development, Inc.
 Innovative Communications, Inc.
 Iris Associates
 Prime Computer, Inc.
 Trittech Labs, Inc.
 Ungermann-Bass, Inc.
 Visual Technology, Inc.

OPERATING ENVIRONMENTS

Alloy Computers, Inc.
 American Institute for Research
 Easel Corporation
 International LISP Associates, Inc.
 Letech Design Associates
 Lexi Computer Systems Corp.
 Oasys
 Phoenix Technologies Ltd.
 Skylight Software, Inc.
 Testware, Inc.
 VI Corp.

OPERATING SYSTEMS

Binary Techniques, Inc.
 Ready Systems Corp.
 RMA Systems/Forte Technologies
 Smartech Systems, Inc.
 Stratus Computer, Inc.
 Systems Engineering, Inc.
 Systems Software Architects
 Technologies Support Group, Inc.
 Unisys, Inc.
 Venturcom, Inc.
 Westford Systems, Inc.

TRADITIONAL LANGUAGES

Alliant Computer Systems Corp.
 Brass Rat Software, Inc.
 Compass, Inc.
 Encore Computer Corp.
 ETEC, Inc.
 HFL Information Services, Inc.
 Language Processors, Inc.
 Microway, Inc.

UTILITIES & TOOLS

Catalytix Corp.
 Cytek, Inc.
 Data Center Software, Inc.
 Epoch Systems, Inc.
 Intermetrics, Inc.

LCS Telegraphics
Mainframe Software, Inc.
Maverick Software, Inc.
Microtouch Systems, Inc.
Number Nine Computer Corp.
Oakland Group, Inc.
Phar Lap Software, Inc.
Software Garden, Inc.
Software Tool Co., Inc.
Sytron Corp.
Underware, Inc.
Vieability, Inc.
Visible Systems Corp.

OTHER

Computer Information Systems, Inc.
Crown Systems, Inc.
Data Intelligence Systems Corp.
Datek, Inc.
DBS International, Inc.
Dynamics Research Corp.
Exeter Software Ltd.
IMC Systems Group, Inc.
Information Marketing Business, Inc.
Irwin Brendler & Associates (IBA)
Merchandata Group
Micro Strategies, Inc.
National Software Group
Norand Data Systems, Inc.
The RBS Group, Inc., dba Retail Business Systems
Reap, Inc.
Systems Analysis Services, Inc.
Turning Point Systems, Inc.
Wordstock, Inc.

**MASSACHUSETTS OFFICE OF INTERNATIONAL TRADE
INFORMATION TECHNOLOGY SURVEY**

Please Print or type

Section One:

Firm Name: _____

Address: _____

City: _____ Country: _____ Postal Code: _____

Phone: _____ Fax: _____ Telex: _____

Year Established: _____ Number of Employees: _____

Number of Sales Employees: _____ Annual Sales: _____

Company Contacts:

First: _____ First: _____

Last: _____ Last: _____

Title: _____ Title: _____

Bank Reference: _____

Section Two:

Please circle below the products that you are interested in, if more than five, please identify your top priorities with a *:

A. Software

1. Horizontal Market Applications

business productivity
CAD - computer aided design
CAE - computer aided engineering
CAM - computer aided manufacturing
CASE - computer aided software engineering
CBT - computer based training
CIM - computer intergrated manufacturing
communications
database management
educational software
electronic publishing
entertainment software
full text retrieval
general accounting
graphics / desktop presentations
human resources
interactive video
office automation
PC utilities and add-ons
robotics
sales and marketing
speech processing
spresdsheet / accounting
word processing
other

2. Vertical Market Applications

banking financial / insurance

- chemical
- distribution
- government
- laboratory
- legal
- manufacturing
- medical
- military / defense
- pharmaceutical
- printing and publishing
- process control
- retail
- scientific and engineering
- simulation
- telecommunications
- transportation
- other

3. Software Development Tools

- fourth generation languages
- graphics and windowing tool kits
- intergrated development environments
- network related software
- operating environments (user interfaces)
- operating systems
- programmer productivity tools
- software quality measurement tools
- traditional languages
- utilities and tools
- other

4. Hardware Platform

Please describe the computers (mainframe, mini, micro, workstation) and the operating systems you specialize in (for example, IBM PC's and DOS operating systems, Digital VAX and VMS operating systems, IBM mainframe and MVS operating system):

Mainframe: _____

Mini: _____

Workstation: _____

PC: _____

Other: _____

B. Computer Peripherals

- graphics cards
- keyboards
- modems
- monitors
- printers
- storage equipment
- terminals
- other

C. Telecommunications Equipment

- baseband - based LANS

broadband - based LANS
communication controllers
interfaces
multiplexers
other local area networks (LAN)
other

Section Three:

1. Briefly describe your current customer base (for example, size of companies and locations they are working in).

2. Which category does your customer base belong to:

Under \$1 million in sales
\$1 million - \$5 million in sales
\$5 million - \$50 million in sales
\$50 million - \$250 million in sales
Over \$250 million in sales
Unable to generalize
Other

3. Please circle the industry categories your customer base belongs to:

banking financial / insurance
chemical
distribution
government
laboratory
legal
manufacturing
medical
military / defense
pharmaceutical
printing and publishing
process control
retail
scientific and engineering
simulation
telecommunications
transportation
other

Please describe in more detail: _____

4. Please list the U.S. companies your firm is doing business with and the nature of the relationship. Please include contact name and address, if possible: _____

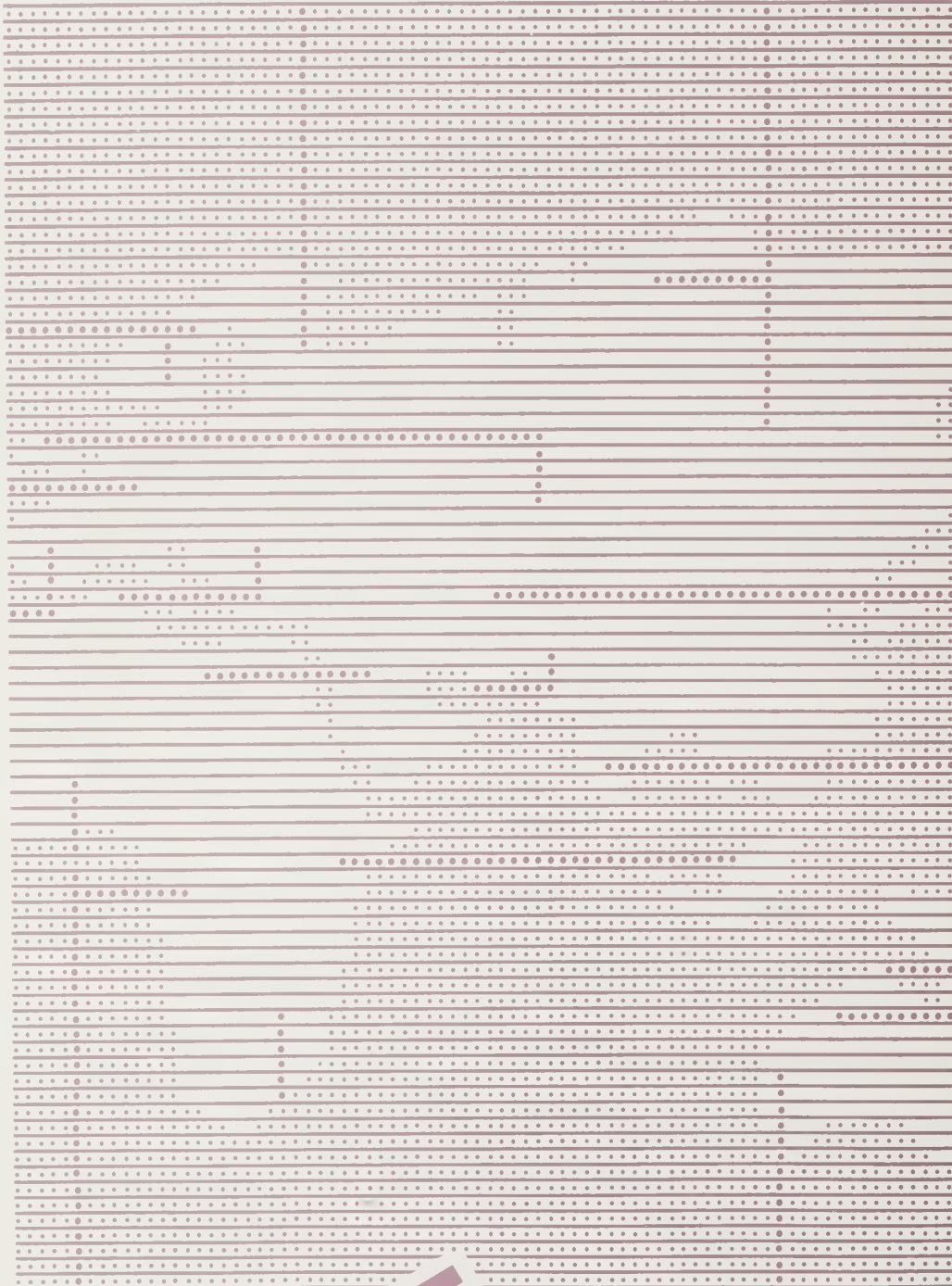
5. Please describe your sales and support organization: _____



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Governor
Alden S. Raine
Secretary of Economic Affairs



EXPORT
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